

# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

JANUARY 1, 1958



*Tilia Platyphyllos Laciniata*

## SEEDS

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The following representatives of our firm will be in attendance to help you plan your spring sales program. If you are not acquainted with these men, make yourself known and they will be happy to discuss your problems and your nursery stock needs.

Our complete Spring Wholesale Trade List will be mailed in late January. You will find this list most complete with those items of interest to you.

<b>January 2</b>	CONNECTICUT NURSERYMEN'S ASSOCIATION (Winter Meeting) A. Vanderschoot
<b>January 6 to 8</b>	EASTERN REGIONAL CONVENTION AT NEW YORK A. Vanderschoot
<b>January 6 to 8</b>	INDIANA ASSOCIATION OF NURSERYMEN Bert Welch
<b>January 6 to 8</b>	WESTERN ASSOCIATION OF NURSERYMEN Don Moffet                      Joe Abrahamson                      Darrell Holmes
<b>January 8</b>	MARYLAND NURSERYMEN'S ASSOCIATION A. Vanderschoot
<b>January 9 and 10</b>	OKLAHOMA STATE NURSERYMEN'S ASSOCIATION Joe Abrahamson
<b>January 9 to 11</b>	IOWA NURSERYMEN'S ASSOCIATION Harley Deems                      Don Moffet                      Darrell Holmes
<b>January 14</b>	MASSACHUSETTS NURSERYMEN'S ASSOCIATION A. Vanderschoot
<b>January 13 to 15</b>	ILLINOIS STATE NURSERYMEN'S ASSOCIATION George Welch                      Carl Lumry                      Bert Welch Don Moffet                      Bert Lumry                      Joe Abrahamson Darrell Holmes                      Harley Deems
<b>January 22 to 24</b>	OHIO NURSERYMEN'S ASSOCIATION Bert Welch
<b>January 22 and 23</b>	CONNECTICUT NURSERYMEN'S ASSOCIATION (Short Course) A. Vanderschoot
<b>January 23 and 24</b>	NEW JERSEY ASSOCIATION OF NURSERYMEN A. Vanderschoot
<b>January 24</b>	WESTERN NEW YORK NURSERYMEN'S ASSOCIATION Bert Welch
<b>January 27 and 28</b>	IDAHO NURSERYMEN'S ASSOCIATION L. C. "Jens" Ihrke
<b>January 29 and 30</b>	MICHIGAN ASSOCIATION OF NURSERYMEN Bert Welch
<b>February 4 to 6</b>	NEW ENGLAND NURSERYMEN'S ASSOCIATION A. Vanderschoot
<b>February 12 and 13</b>	PENNSYLVANIA NURSERYMEN'S ASSOCIATION A. Vanderschoot



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# AMERICAN NURSERYMAN

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*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

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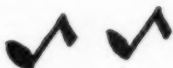
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**Forms for the February 15 issue will close Friday, January 24. Mail copy to arrive at Chicago by these dates—no later!**

FOR AULD LANG SYNE



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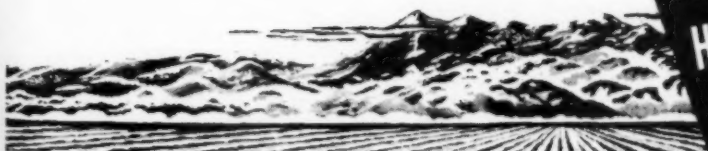
... the Texan legend grows and grows and sales keep pace.

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# AMERICAN NURSERYMAN

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## Editorial

### Happy New Year!

Although nurserymen look back upon a year of excellent business in this field and of general prosperity throughout the nation in other industries, they cannot but feel their optimism at the beginning of the new year dampened by the possible effect of sales recessions in other lines. The question is whether the public's inclination to buy will be reduced or, what is more serious, whether the public's ability to buy will be affected.

One underlying basis for a good year for nurserymen seems obvious. The recent easing of mortgage conditions and the reduction of bank discount rates have engendered optimistic predictions in the home-building field, and a total of 1,000,000 starts in 1958 is predicted. If the figure is even close to that number when the year ends, ample sales by nurserymen for the future will be assured. But it is the homes completed, rather than those started, which nurserymen count on for immediate sales, and there are plenty of these on every hand. Between the increase in population and the demand for individual homes, rather than apartments, home-building developments continue apace in almost every large community.

The demand for homes of single-family occupancy also fosters the widening interest in gardening, which is furthered as well by the trend from cramped city quarters to spacious suburban homes. Gardening has become the topic of social conversation at parties where the merits of various TV sets or the new models of automobiles used to be discussed. By fostering that interest in gardening on the part of the public, nurserymen can maintain and even increase their sales volume for some time to come.

With the underlying demand still urgent and the interest in their

commodities" stronger than ever, nurserymen can overcome any tightening of the public's pocket-book by sales effort. This has become realized on the part of the industry in general, and individuals in particular, for not only is there much more serious discussion of sales problems and ways to meet them, but there is more actual concern with forming sales organizations and sales policies so as to put most certainly in the hands of the public the increasing quantities of trees, shrubs and other plant material ready for sale.

Already active in meeting the problem that will face them during the coming year, that of aggressive sales effort, nurserymen can look forward to another 12 months in the period of expanding production in the past decade. Their fortunes during the coming period will be in accordance with their efforts. The outlook for nurserymen is such that there is good reason for our optimistic greeting of Happy New Year!

### JOB OPPORTUNITIES

Comments have appeared on this page about the excellent job opportunities in the nursery field for college graduates in horticulture and for others especially trained in this work. It should be remembered that the openings are opportunities to show of what the applicant is capable, not tailor-made, high-salaried jobs for one to step into.

The nurseryman, particularly if he be in some form of retail business, must have qualifications for operating a successful enterprise embracing far more than a knowledge of the various phases of horticulture. And those persons who expect to fill responsible positions in the employ of successful nurserymen must expect to widen their own capacity.

The retail nurseryman not only should have a knowledge of ornamental plants in general, but also, if he would succeed in business better than the average, or even up to the average, he should know a good deal about plant production, control of insects and diseases, and other phases of plant protection and growth concerning which the public wishes to be informed.

In addition, the knowledge that makes the nurseryman a good businessman includes packing and handling of his products, setting prices thereon, developing sales, advertis-

ing, use of statistics and, in fact, business administration in general. The latter topics are only beginning to be taught in connection with college courses in horticulture, but they are exceedingly important, and the more so as one advances in the field.

Knowledge of these subjects used to be gained only in the school of hard knocks, and perhaps anyone who studies them in college needs some further instruction in that old and tested school. So a job opening that presupposes a knowledge of horticulture and related topics will depend, for its rating as an opportunity, upon the beginner's ability to grasp the other phases of business knowledge. It depends upon the applicant as much as on the job itself.

### HOUSING STARTS

Because of nurserymen's interest in private housing starts as a measure of business to come, they learned with interest the report of the federal government's bureau of labor statistics that private housing starts will fall slightly below 1,000,000 this year, for the first time since 1949.

While a pickup in residential building has occurred the past autumn, the lag during the spring months has not quite been made up, on the basis of the bureau's report for the first 11 months of 1957. In that period a total of 926,700 starts was 10 per cent below the figure recorded a year earlier.

The addition of public dwelling construction to private housing starts will probably make the total slightly in excess of 1,000,000 this year. The November total, both public and private, was 78,000. This was a seasonal drop from October's 95,000, but the bureau said it represented an annual rate of about 1,010,000 starts.

Because of the lag in the first four months of the year, the over-all housing total will probably wind up the year slightly below the 1956 total of 1,093,000 starts and much below the record of 1,396,000 in 1950.

Because of the late 1957 pickup, it is estimated that about 1,100,000 new houses and apartments will be put under construction in 1958.

CELEBRATING their fiftieth year are the Grier Murseries, operated by E. T. Grier and his son, John W. Grier, at Forest Hill, Md.





New and holdover officers of the Wisconsin Nurserymen's Association elected at the recent Milwaukee meeting: Left to right, John Orton, director; Ralph Petranek, director; John Gartman, retiring president; Al Wetli, director; Thomas Pinney, secretary-treasurer; Vincent Frantal, president; Kenneth Greaves, vice-president; Wade Kumlien, director, and Ellsworth Oilschlager, director.

## Wisconsin Hears Reorganization Plan

By Doris Ann Krupinski

A major item of business at the convention of the Wisconsin Nurserymen's Association, held December 4 to 6 at the Hotel Schroeder, Milwaukee, was the election of officers, for whom a unanimous ballot was cast. The new officers are: President, Vincent Frantal, Frantal Nursery, Kenosha; vice-president, Kenneth Greaves, Greaves Landscape Nursery, Milwaukee, and secretary-treasurer, Thomas Pinney, Evergreen Nursery, Sturgeon Bay. Elected to the board of directors are Ellsworth Oilschlager, Nepco Lake Nursery, Port Edwards, and Wade Kumlien, Kumlien Nursery, Janesville. Past President John Gartman, Gartman's Gardens, Fond du Lac, will join the board as a member ex officio. In addition to the two new board members, four others remain from elections of other years. They are Richard Meland, Arrowwood Nursery, Madison; Ralph Petranek, Brown Deer Nursery, Milwaukee; Al Wetli, Wetli Landscape Service, Green Bay, and John Orton, Hawks Nursery, Wauwatosa.

### Proposes Reorganization

A proposal for the reorganization of the Wisconsin Nurserymen's Association was put before the group by Kenneth Greaves, who has been studying the problem for the past year. Mr. Greaves suggested forming regional divisions of the present membership and organizing related occupational groups, such as garden center operators and landscape ar-

chitects, as parts of the parent W. N. A. Each group would be allowed membership on the board of directors of the W. N. A. in relation to its number of members. Each individual would contribute a certain sum in addition to his dues to be put into a special fund for promoting the industry on a state-wide basis and for other purposes.

Mr. Greaves said that an increase in membership was not the only objective of such a plan. It would provide assurance that the specific problems of each regional or occupational group would receive proper attention and would also be a means of

keeping garden center operators and others who are primarily salesmen of nursery stock informed on current practice in the care and handling of the stock in their stores.

In a discussion of Mr. Greaves' proposal, many members seemed to be of the opinion that the plan would, in effect, weaken or perhaps even dissolve the W. N. A., while others favored it with certain revisions and modifications. Mr. Greaves was appointed chairman of a committee to make further studies.

H. E. Halliday, of the plant industry division, state of Wisconsin, re-

[Continued on page 51]



Winners in the contest on landscape design at the December meeting of the Wisconsin Nurserymen's Association: Left to right, Ralph Petranek, Brown Deer Nurseries, Milwaukee, third; Tom Lied, Lied Nursery & Landscaping, Milwaukee, first, and James Bennet, Hawks Nursery, Wauwatosa, second.



# Wisconsin Short Course On Growing and Selling

By Doris Ann Krupinski

During the short course held December 4, 1957, at the Schroeder hotel, Milwaukee, in conjunction with the 41st annual convention of the Wisconsin Nurserymen's Association, grafting, propagation and tree surgery were among the subjects discussed on the growing level, while garden center merchandising and the Christmas tree business were covered at the sales level.

The first speaker of the day was Barney Sparkowski, of the Grant park nursery, which supplies the Milwaukee county park system with its landscape plants. The nursery, said Mr. Sparkowski, propagates and grows for annual distribution to other parks about 10,000 shrubs, 3,000 trees and 700 evergreens.

Mr. Sparkowski confined his discussion to malus and syringa grafts and the techniques he has found most successful with them. For understock, seedlings of northern-grown M. baccata are used, in the No. 1 grade (three-sixteenths-inch caliper). These are shipped in about the middle part of January and stored at a temperature of 40 degrees. About March 1, the collection of scions begins, and these are wrapped in moist (not wet) sphagnum and also stored at 40 degrees.

The speaker recommended a whip and tongue graft wrapped spirally with grafting tape, with gaps be-

tween each row of the spiral to allow examination of the graft. In this type of wrapping, where part of the union is in direct contact with the medium, callusing seems to be more rapid.

Beginning May 1, the grafts are planted in 42-inch rows, six to eight inches apart. An overhead watering system is used, and a tiller is employed in cultivation. For control of fungus and insects, Bordeaux, arsenate of lead and nicotine sulphate are used. The grafts are dug the following spring and lined out to grow in 5-foot nursery rows, two feet apart.

Although 130 varieties of malus are grown, including the newly developed varieties received from other arboretums and park systems, Mr. Sparkowski said that only 20 varieties are grown for general park purposes. They are arnoldiana, baccata, Beauty, Des Moines, Dolgo, Flame, Hopa, Katherine, Montreal Beauty, Niedzwetskyana, prunifolia, rinki, Red Flesh, Red Silver, sargenti, Scugog, Sun Dog, toringoides and Zumi.

## Lilac Propagation

The park system, the speaker said, propagates 166 varieties of syringa hybrids, and it is necessary to exercise the utmost care to keep these varieties true to name. With lilacs, the whip and tongue graft is also

used. For understock, Mr. Sparkowski prefers Amur north privet, which is grown in the park nursery from hardwood cuttings. These are preferable to seedlings because they produce understock of a more uniform size. The only reason lilacs are grafted in his nursery, the speaker explained, is because so many scions are received from other arboretums during the winter months.

In Mr. Sparkowski's opinion, lilacs grown on own roots from softwood cuttings are superior to grafts. The plant is sturdier, and there is more and better branching. Tip cuttings are made and treated with Hormodin No. 3. They are then inserted in vermiculite in the greenhouse bench and covered with plastic. An electric cable is used to maintain a temperature of 75 degrees until the cuttings are rooted, which may take anywhere from three to eight weeks, depending on variety.

After they are rooted, the plants are potted in 3-inch pots, which are put into coldframes and covered with sashes and burlap shade for about 10 days. After this period, lath frames are used.

By the time cold weather sets in, the cuttings are fairly well established and considerable top growth is achieved. After the first hard frost, when the soil is frozen in the bed, the plants are covered with marsh hay. Mr. Sparkowski commented that he has had more success in wintering them in this manner than by storing the potted grafts in a 40-degree building. In spring, the potted plants are lined out in regular nursery rows to grow, and survival is almost 100 per cent.

Among the varieties propagated  
[Continued on page 89]



Short course speakers at the December meeting of the Wisconsin Nurserymen's Association: Left to right, H. E. Halliday, Wisconsin plant industry division; Larry Wachtel, Wachtel Tree Service, Wauwatosa; Al Wetli, Wetli Landscape Service, Green Bay; Leland Jens, Jens Nursery & Landscape Co., Wisconsin Rapids, and Barney Sparkowski, Grant park nursery, Milwaukee.

# Merchandising Stressed at Minnesota Convention

By Dorothy Phelps



Officers re-elected at the recent meeting of the Minnesota State Nurserymen's Association at Minneapolis: Left to right, Edward Reid, secretary-treasurer; Kimball Andrews, president, and Lawrence Bachman, vice-president.

Kimball Andrews, Andrews Nursery Co., Faribault, Minn., was re-elected president of the Minnesota Nurserymen's Association at the 32nd annual convention of the organization, which was held at the Curtis hotel, Minneapolis, December 2 and 3. Re-elections seemed to be the order of the day, with Lawrence Bachman, Bachman's, Inc., Minneapolis, remaining as vice-president and Edward Reid, Holm & Olson, Inc., St. Paul, as secretary-treasurer. Elected to succeed themselves were Frank Seifert, Summit Nurseries, Stillwater, as a member of the nursery operating research committee; Russell Zakariasen, Homedale Nursery, Hopkins, as delegate to the 1958 A. A. N. convention, and Charles Hawkins, Rose Hill Nursery, St. Paul, as alternate. Kimball Andrews has another year to serve as A. A. N. convention delegate, and his brother, Richard Andrews, was elected to serve as his alternate. Charles Hawkins and Harry Francis, Lake City Nursery, Lake City, were re-elected to the executive board.

There were 143 registrations for the lively 2-day convention, which covered as much ground as the 3-day conventions held in other years. With the exception of the election of officers and a few committee reports, the entire second day was given over to discussions of merchandising.

## Successful Retailing

M. J. McMahan, advertising manager for Red Owl, Inc., a highly successful food store chain in the upper midwest, talked about "Sales Sense in Retailing." To be successful in retailing, Mr. McMahan said, an enterprise must create its own personality. Whenever possible, this personality should be identified with a good trademark. He cited the large red owl which towers over each Red Owl store and is used on packages of food materials sold under the

Red Owl label. The big red owl makes advertising 50 per cent easier, he said, as it has come to represent friendliness and good quality.

It is important to capitalize on available opportunities, such as location, appearance, standards of quality and service. Supermarkets have proved the value of a good location. A busy location is not enough if traffic flows by so fast that it is hard to stop and park. Appearance is important, and must reflect the preferences of the type of customer the business is trying to attract. Strong guarantees as to quality can overcome the prejudice that is sometimes caused by the poor service of competitors.

## Employee Training

Proper selection and training of employees is invaluable, Mr. McMahan said. A firm cannot merchandise without the proper kind of people—intelligent, courteous and morally stable. Red Owl, Inc., trains all employees to be courteous and friendly. Every employee who encounters a customer must smile and say "hello." If the customer asks a stock boy where an item may be found, he must stop what he is doing, go with her to the proper shelf and hand her the item requested. Boys in white shirts with bow ties take groceries to the customer's car, put the groceries in the car where directed, hold the car door for the customer and say "Goodbye." Have a nice weekend," or another suitable farewell. Signs in the store request "No tipping." Mr. McMahan said, "Courtesy is more than the act of not being rude. It extends into the realm of friendliness."

## Garden Store Merchandising

Jack Siebenthaler, the Siebenthaler Co., Dayton, O., began his discussion by outlining the requisites for successful garden store merchan-

dising. Accurate management is absolutely necessary, he said, and garden shop bookkeeping should be kept separate from that of the nursery or other divisions of the business. In the beginning, professional consultation help, at least on a part-time basis, may be necessary in the management, architectural and merchandising aspects of the business. A garden center should sell plant materials primarily and not depend too much on gifts, novelties and other hard goods, which are excellent items, but should not overbalance the real business of a garden store. The man who goes into this business should have a progressive attitude toward merchandising and be able to use modern methods. Employees and stock boys must be carefully trained.

Siebenthaler's garden center is located on the nursery grounds, where the company has been in business since 1868. The reputation of the firm and the availability of ample parking space were the bases for the choice of this site. This judgement has been justified by the subsequent volume of business, although there is not the flow of traffic considered so important by some experts in this field.

Mr. Siebenthaler said that yearly gross sales are distributed as follows: Between 45 and 50 per cent in nursery stock, an additional 40 to 45 per cent in dry goods (fertilizer, weed-killers, tools) and foliage plants, and 10 per cent in seed and grass items. Price markups vary from 30 per cent to 300 per cent, depending on the item.

## Use of Display Space

Maximum attractive use of display space is highly important, the speaker said. He described ways in which this principle is put into practice at Siebenthaler's garden center, including the use of display counters

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## Wintering Stock and Design Topics at Minnesota Course

By Dorothy Phelps

A panel on winter damage was first on the agenda of the 32nd annual convention of the Minnesota State Nurserymen's Association held December 2 and 3 at the Curtis hotel, Minneapolis. Dr. Leon Snyder, head of the department of horticulture, University of Minnesota, St. Paul; Walter Trampe, supervisor, section of nursery and orchard inspection, Minnesota state department of agriculture, and R. J. Stadtherr, of the university's department of horticulture, took part in the panel, with Mr. Stadtherr serving as moderator.

Dr. Snyder listed three types of winter injury—suffocation, desiccation and ice formation inside the plant. Suffocation occurs when ice and compacted snow smother plants, especially perennials, low evergreens, shrubs and lawn. Desiccation is caused by evaporation, which dehydrates woody plants. If the moisture is not replaced through the roots, damage occurs. The primary cause of winter damage, Dr. Snyder said, is ice formation inside the plant.

As winter approaches, plants prepare themselves for cold by increasing the amount of soluble sugars and decreasing the amount of free water in their circulatory systems, thus reducing the chance of ice crystal formation. These natural functions account for certain plants'

being able to withstand extremely cold winters.

Effects of winter damage, Dr. Snyder said, are death of the plant, discoloration as a result of desiccation, dieback of growth and flower bud injury to flowering shrubs and plants. Extreme cold causes a splitting of tree bark and injury to the crotches, and may cause sunscald on thin-barked trees.

### Winter Injury Survey

Mr. Trampe discussed a questionnaire on winter injury to crops that was sent to nurserymen in Minnesota. Through the use of this questionnaire over a period of years, it is hoped that enough information will be gathered so that experiments may be set up to find out what precautions can be taken to prevent winter damage. The Red river valley and the southwest part of the state suffered the greatest damage, with the least damage in the southeast portion of the state.

Many Minnesota nurserymen reported injury to maple trees. Mr. Trampe believes that this injury was not entirely due to winter damage, but may have been due to a lack of hardiness in the seed stock. Maple trees planted too deep have not fared well, because of a lack of oxygen in the root zone. Examinations of root specimens at the University of Minnesota have shown a

heavy population of nematodes in some cases. Experiments with nematocides are being made.

According to the nurserymen, arborvitae seems to be most susceptible to winter injury. Globe, pyramid and American arborvitae were affected, with American arborvitae giving the least trouble. Pines showed some damage, especially individual trees of Norway and white pine. Where set in groves, the trees suffered less damage. There was little or no damage on Black Hills or Colorado spruce.

Most damage to arborvitae, Mr. Trampe said, appears to be caused by desiccation due to a lack of soil moisture in the fall and to frozen soil, which prevents a supply of water to the roots during the winter. A dry spring season may be responsible. Irrigation for susceptible plants was recommended. Snow cover is important. On a well-balanced soil there is less damage than on a soil that is out of balance as far as nutrients are concerned.

Mr. Stadtherr commented on trouble with chlorosis in the northwest part of the state, especially in the Red river valley area. Experiments conducted at Crookston indicated that a chlorotic condition has a bearing on winter damage, as it weakens the plants and leaves them more susceptible.

### Wintering Container Stock

Discussing the growing importance of canned nursery stock in Minnesota, Mr. Stadtherr said that it is important to find out how this stock may be kept over winter with as little damage as possible. He re-

[Continued on page 106]



Discussing the highly successful merchandising sessions at the recent Minnesota State Nurserymen's Association convention are, left to right, Ken Law, Law's Valley View Nursery, Hastings; Jack Siebenthaler, Siebenthaler Co., Dayton, O.; William A. Elling, Elling's Nursery, St. Paul; Richard Andrews, Andrews Nursery Co., Faribault, and Dr. Richard P. White, executive vice-president of the American Association of Nurserymen, Washington, D. C.



# Research And Panels Highlight New York Course

By A. M. S. Pridham



New officers and convention committee members of the New York State Nurserymen's Association at the recent short course held at Cornell University, Ithaca, N. Y.: Left to right, Sidney Bennett, Valhalla, treasurer; Dr. A. M. S. Pridham, Cornell University, local chairman; Charles Mouquin, Glen Head, L. I., committee member; Louis Weinstock, Poundridge Nurseries, Poundridge, N. Y., president, and Clarence Vanderbrook, C. W. Stuart & Co., Newark, co-chairman of research and educational committee with Al Synesael, Jackson & Perkins Co., not shown.

The short course for New York nurserymen held at Statler Hall, Cornell University, Ithaca, N. Y., December 3 to 5, enjoyed a record attendance of 178. Thirty-two came by Lackawanna railroad special car to Owego and then by bus to Ithaca. This is the third special train for Long Island nurserymen organized by Charles Mouquin for the occasion.

The committee in charge of the short course included Clarence Vanderbrook, C. W. Stuart Co., Newark, N. Y., and Al Synesael, Jackson & Perkins, Co., Newark, co-chairmen of the educational and research committees for the New York State Nurserymen's Association. Louis Weinstock, Poundridge Nurseries, Inc., Poundridge, N. Y., president of the association; Merton Congdon, Congdon's Wholesale Nursery, North Collins; Powers Taylor, Rosedale Nurseries, Inc., Hawthorne; John Kelly, Kelly Bros. Nursery, Dansville; David Bulk, Bulk's Nurseries, Babylon, L. I.; Peter Costich, Hicks Nursery, Westbury, and Floyd Guernsey, F. A. Guernsey, Schoharie, completed the short course committee for the nurserymen.

Proceedings began with registration at 7 p. m. and a buffet supper in the exhibit room. A display of student drawings made under the guidance of Mrs. Elizabeth L. Burkmyer and Jack Lambert lent a pleasant atmosphere to the room. Landscape plans by students under Prof. Robert Scannell set the theme for panel discussions.

Exhibits on packaging included the Cornell Aqua Pack for marketing mixed bouquets of flowers ar-

ranged for home decorations. The do-it-yourself Christmas greens kit was also shown. This kit was developed by Profs. L. S. Hamilton and G. R. Cunningham, of the department of conservation, and is based upon Christmas tree farming operations, but has special interest for nurserymen as well. The greens are marketed along with red ribbon and wire in polyethylene bags.

Other exhibits explained the water-holding capacity of P. A. 100 perlite and sterilite in comparison to peat, vermiculite and soil as media for grown plants in containers. The lightweight P. A. 100 perlite will hold almost double the amount of water retained by composted soil. More of this water is available for plant growth than is the case with peat, soil or the usual soil mixtures prepared for growing plants in containers.

The exhibit exciting most interest was a group of numbered but unnamed twigs of landscape plants, set up by Ira Reed, Cornell. The group contained a couple of duplicate specimens of *koeleruteria* and *Lonicera nitida*. A group of evergreen twigs provided by Bernard Harkness, of the Rochester parks department, included a *Cedrus atlantica* that caused comment, since that plant is not regarded as hardy in New York state, and *Prunus laurocerasus*.

## Tour of Research

The tour of research activities centered on the topics of irrigation and water relations, weed killers and growth regulators. At Riley-Robb Hall, department of agricultural en-

gineering, Prof. Carl S. Winkelbleck explained the action of the irrometer of the T. W. Prosser Co. and of other equipment designed to indicate the stress with which moisture is held by the soil in opposition to its free availability to the plant for growth. Crop response to such dryness, or stress, is found as a slowing up in the rate of increase in fruit size, or of leaves and stems in length.

The growth of plants in containers to which water was provided daily in amounts to retain soil moisture at a minimum for stress and maximum for available water was shown by Gilbert Kostelec. In this case maximum growth in stem length and size of caryopteris plants was obtained when high-level moisture and fertilizer were maintained over the growth period. Approximately one-fourth inch of water per day was required to maintain these conditions. A robot watering device shown by Professor Winkelbleck delivers this amount—two inches per week. Normal rainfall is close to three inches per month in New York state. The irrigation would thus be three times normal rainfall.

## High-Moisture Fertilizing

The fertilizer used was of 20-20-20 composition, applied at a rate of 400 pounds per acre per week. Increased growth was obtained from double this amount under high-moisture level, but four times the amount of fertilizer was detrimental. Increases in growth as measured by stem length was marked as compared to unfertilized plots. Similar growth response was found in caryopteris planted in soil beds receiving



New equipment for distributing granulars—in this case special herbicide formulations—was seen on the research tour conducted during the New York short course held in December at Cornell University, Ithaca, N. Y. James Shearer, research department, Jackson & Perkins Co., Newark, N. Y., at left, points out features of the new spreader to Herbert Handleman, White Plains, N. Y.; Allyn Hoffman, Elmira, N. Y.; Case Van Abshoven, Bulk's Nurseries, Babylon, L. I., N. Y.; William Flemer, Jr., Princeton, N. J., and Prof. Carl S. Winkelnblech, department of agricultural engineering, Cornell University.



Prof. John Nitsch, Cornell University, Ithaca, and Hewlett Lewis, Lewis & Valentine, Greenvale, N. Y., agree at New York nurserymen's short course that long days of 18 hours are a major factor in stimulating plant growth under standard and uniform cultural conditions. Results with lengthening day periods are believed to be more consistent and possibly more practical than with the use of gibberellic acid derivatives for growth stimulation of slow-growing ornamentals. Tests of both techniques for speeding plant growth were viewed at the university's research facilities by the convention group.

comparable water and fertilizer, but increasing daylight hours did not modify growth in size, though flowering was inhibited by 1-hour exposure to light during the night. Data on hardiness of high-moisture fertilizer plants are not available at this time.

The quantities of water used in irrigation were equivalent to two to three acre feet per year. This quantity is similar to that reported for crop production in irrigation areas. Another instance of use of irrigation in field production of nursery crops was cited by William Flemer, Jr., for a nursery at Milton, Ore., where furrow-type irrigation is used to flood the soil in nursery operations. In a recent study of irrigation in deciduous tree crops in California, from two to four acre feet of water is used in commercial plantings.

The importance of ample water and fertilizer after planting and during the early growing season was stressed as important in New York state as well as in areas where irrigation is standard practice in crop and nursery plant production.

#### Chemical Distributor

Distribution equipment for granular weedkillers, fertilizer and pest control chemicals in granular formulation was shown by James Shearer, of the Jackson & Perkins Co. The equipment was a Skibbe spreader used for applying granular weedkillers, mainly CIPC formulated on agrilite (a large particle size of perlite). Dinitro and other weedkillers were also applied with this equip-

ment. Fall application of granular herbicides has been followed under Mr. Shearer's direction in nursery plantings for the past several years, with good results.

During the panel discussion given later in the day on the use of granular weedkillers, Hank Weller, propagator for C. W. Stuart, Newark, N. Y., reported on the successful use of granular CIPC formulated on attaclay and used after planting of hardy chrysanthemums. Weed control cost in terms of hand weeding was reduced by 60 per cent. Control of chickweed was also shown in lantern slides and other pictures.

During the tour, experimental results with as low poundage as one pound active CIPC per acre was shown by Dr. A. M. S. Pridham, of Cornell University. During 1957, better control under field conditions was obtained from four to 12 pounds of CIPC-SES formulation. The addition of the SES under field conditions of moist soil and active seed germination shows prompt kill of seedling weeds and of a wider range of weed species. The desirable safety factor of CIPC is retained. The prolonged residual action resulting in one to as much as four months' weed control is also retained. Granular Simazin, used experimentally, was shown in greenhouse test plots. The results verified those of excellent weed control with Simazin under field conditions in roses and the ground covers myrtle (vinca), pachysandra, iberis and euonymus. Residual action is good, but experience with nursery crop reaction is

limited to two seasons. In both cases crops have been free of damage where granular formulations of Simazin have been used. Rates of two pounds to 10 pounds of active Simazin (Giegy) have been used. Many perennial weeds are controlled.

#### Portable Units

Other equipment shown included the Dyna Fog, Jr., by Harder Exterminator Service, Inc., for mosquito control and other purposes. Dr. Gordon R. Nielsen, department of entomology, demonstrated a portable mist blower. Both of these small units are of interest in application of pesticides for limited nursery areas or for small-property maintenance. At present they are specialty items.

In addition to research already noted, other projects include defoliation of roses with DEF or with Folex. Regrowth has been prompt and normal. Many crops respond well. Other research of the department of floriculture and ornamental horticulture called to the nurserymen's attention included growth studies with day length and gibberellic acid as factors in the increased growth of plants. The results were shown by Prof. John Nitsch.

Two main lines of research were shown:

Long days make trees grow. Exhibited were birch, Japanese maple, *Lespedeza thunbergii*, red oak, white pine and Norway spruce. Days of 16 to 24 hours in length caused these plants to put on two to 20 times more growth than short days of 12 hours

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# Nebraska Meeting on Highway Planting

Highway planting was one of the featured topics at the annual convention of the Nebraska Association of Nurserymen held December 9 and 10 at the Cornhusker hotel, Lincoln. Expectations that the small as well as the large nurseryman would be able to profit from roadside planting on the proposed interstate highway in Nebraska were given a good boost. Registering for the 2-day meeting were approximately 50 nurserymen and guests, who heard talks on tax saving, irrigation and disease problems.

Newly elected as officers of the association were Ben Swanson, Grand Island Nursery, Grand Island, president, and Lloyd Marshall, Marshall Nurseries, Arlington, vice-president. Re-elected as secretary-treasurer was James Elliott, Plumfield Nurseries, Inc., Fremont.

During the business session, Chester Marshall and Gilbert Pike, both of the Marshall Nurseries, and Harvey Williams, Williams Nursery, Lincoln, were elected directors of the Nebraska Nurserymen's Research Corp., a nonprofit group, composed of members of the nurserymen's association, formed to assist the state agricultural college and experiment station in plant research. Mr. Swanson and Mr. Elliott as president and secretary-treasurer, respectively, of the Nebraska association, automatically are on the board. In order to have a member of the state agricultural college and experiment station on the board, Dr. Victor Miller, chairman, department of horticulture, University of Nebraska, Lincoln, and Glenn Viehmeyer, University of Nebraska experiment station, North Platte, were elected honorary members of the association and later elected to the board of directors of the Nebraska Nurserymen's Research Corp.

At a chapter meeting of the American Association of Nurserymen, Lloyd Moffet, Plumfield Nurseries, Inc., was elected delegate to the 1958 convention, and Vernon Marshall, Marshall Nurseries, was chosen alternate.

## Highway Planting

Arousing considerable interest and receiving much publicity in the local newspaper was the session Monday afternoon, December 9, on highway landscaping. Ted Wilding, the newly appointed state landscape architect, gave a graphic presentation of how landscape materials can be used

along the newly planned Nebraska interstate highway. He pointed out that landscaping of highways needs to be planned before the roads are built. Aerial photographs aid in this planning, for many trees can be saved as a result of consulting the pictures.

The interstate highway in Nebraska will have 13,500 acres of roadside, he related. For a mile of road, there will be nine acres of concrete and 27 acres of roadside. It is hoped, said Mr. Wilding, that rest areas can be placed every 25 miles, or 30 minutes of driving time, apart; such areas will encompass three or four acres of land, with one to one and one-half acres for parking.

Mr. Wilding pointed out that highway planting would increase the land value of residential areas, serve as traffic guidance and relieve monotony. Plants that are hardy in Nebraska will need to be used, he emphasized; he did not believe plantings were necessary where there was little vegetation in the surrounding area.

The state landscape architect urged nurserymen to be growing native plant materials, for the highway plantings will be tied into the native material that is already growing. There will have to be much cooperation between the nurseryman and the highway landscape architect, so the latter will know what plant material and how much is available.

Augmenting the remarks of Mr.



Officers of the Nebraska Association of Nurserymen named at the group's recent meeting at Lincoln: Left, Ben Swanson, elected president, and James Elliott, re-elected secretary-treasurer. Lloyd Marshall, elected vice-president, is not shown.

Wilding, Dr. Richard P. White, executive vice-president of A. A. N., complimented the highway department, several members of which were present, on hiring a qualified architect to aid in the pre-planning of the highways. Dr. White pointed out that the highway landscaping of each state must be considered separately, for the topography of each state is different.

Illustrating the value of employing the services of a landscape architect in planning a highway, Dr. White called attention to the New Jersey turnpike and the Garden State parkway. The latter was planned with the services of Oliver Deakin and avoided many of the mistakes of the former. The traffic fatality rate is 3 to 1, with the turnpike having the higher figure. There is too little parkway provided for the turnpike, and driver hypnosis results from the monotony of the landscape.

Turfing will continue to be important in highway landscaping, but shrubs, trees and ground cover can help reduce maintenance expense. Dr. White pointed out that this expense will be borne by the states, so they should be very interested in the possibilities offered through highway planting.

In concluding, Dr. White urged nurserymen to write their state highway commission to stress the need for planted highways. The department of public roads is in favor of it, he added, but the decision for highway planting will be up to the states. It is necessary to rouse groups to accomplish this end.

## Tax Saving

"Methods of Tax Savings for the Small Business" was the topic of Vern Moseman, C. P. A. from Grand Island. Opening the program Tuesday morning, December 10, he discussed the subject of depreciating equipment. The straight-line method involves taking a fixed percentage of the cost for depreciation allowance each year, while use of the declining balance means that twice the percentage in the straight-line method can be taken the first year and the same percentage taken the following years on the difference between the cost and the depreciation already taken. The latter method will serve to write off the equipment faster, but this is not always advan-

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# Beginning in the Nursery Business

## Chapter 4. Mail-Order Nurseries

*By John J. Pinney*

One of the most fascinating ways of selling nursery stock is by mail. If you think you have any talent for advertising, merchandising, sales letter writing or catalog building, the mail-order business will afford you an ample opportunity to demonstrate it.

Some folks are temperamentally unable to deal with the public face to face in the manner necessary to become successful over-the-counter retailers, but can write letters that will please the customers. If you are one of these, we suggest for you the mail-order business over the other types of nursery business because you will rarely see your customers.

It should be stated at the outset that you will have to build your mail-order business rather slowly, unless you are prepared to make an initial investment of a considerable sum of money. It takes a lot of money to print catalogs that will pull orders. About the only way to build an effective mailing list is to conduct an advertising campaign, and such campaigns are costly.

### Competitive Element

Another word of caution: The methods of selling nursery stock are changing. Retail nurseries and garden centers are springing up in large numbers all over the country, many in communities that formerly had no nurseries. Their presence reduces the necessity of ordering nursery stock by mail. This trend is certain to have its effect on the mail-order nursery business, which may encounter some rough going.

Although one of the oldest types of nursery business, the mail-order nursery made a phenomenal growth after World War I. Prior to 1925, the mail-order nurseries of the country could have been counted in dozens. Today they run into the hundreds.

The most rapid development of the mail-order nursery business was concurrent with the early growth of radio broadcasting. Direct selling by radio reached its peak in the "roaring 20's." Multitudes of folks enjoyed the novelty of shopping on the air, but nurseries selling by radio soon found that in order to get the greatest benefit from their radio advertising they had to follow up by

sending catalogs to their customers. Today, direct selling of nursery stock by radio is of minor importance, but radio remains a standard medium of advertising for mail-order nurseries, along with magazines and newspapers.

### Catalog Use Greater

There are still many towns all over the country, some of them fairly large, that have no nurseries. The folks in these towns either have to drive considerable distances to buy their trees and shrubs or else buy by mail. The latter method is chosen by many as the easier. Old-established nurseries that used to make all their sales by personal solicitation are finding it increasingly difficult to hire salesmen. Some of these firms have decided to issue catalogs to supplement the work of their salesmen.

The reasons are hard to analyze, but it is a fact that nearly everyone likes to receive packages by mail, express or freight.

The largest mail-order houses in the country maintain regular nursery departments in their catalogs or issue special catalogs of nursery stock. Beginning in a small way not many years ago, these departments have grown to such large proportions that today they are among the largest distributors of nursery stock in the United States.

Your mailing list is your most valuable asset. To the building of it you should devote your utmost skill and your most careful attention. There are several ways of advertising to secure names for your list. You may decide to use any or all of them.

### Two Goals Outlined

There are two theories of advertising nursery stock for the retail trade. One holds that the advertisements should offer specific items for sale, stating the price and soliciting orders direct from the advertisements. Thus the advertiser obtains a name for his mailing list, and the profit from the sale helps defray the cost of the advertising. The other theory upholds the institutional type of advertising. Specific items may or may not be offered, but the chief purpose of the advertisement

is to arouse enough interest in the advertiser's product on the part of the reader to spur him to action, the action consisting of sending for a catalog. The chief purpose of any advertising you do will be to build your mailing list with the names of people you know are interested in nursery stock. Your problem will be to decide what kind of advertising to do—whether direct selling, institutional or both—and what media to use—newspapers, magazines or radio.

The kind of nursery stock you plan to sell and the territory in which you want to sell it are prime considerations in deciding how to spend your advertising budget. Let us suppose you have decided you want to sell mostly fruit trees and fruit plants. Obviously your best markets are not in the large cities or urban areas, but in small towns and farming sections. Accordingly you would not advertise in the big city newspapers, but in the farm press and in small town newspapers.

### Selecting Media

Now, let us suppose that you plan to confine your territory to four or five states, the ones that you can serve the best. Advertisements in magazines with a national circulation would be wasteful, because your inquiries would come from all over the country. Make up a list of the publications that circulate in the territory you want to develop; send for sample copies, advertising rates and breakdowns of circulation. With this information you can decide which publications give you the best coverage.

For nation-wide coverage, the garden and home magazines give best results. The advertising rates in most of those magazines are high; so you will have to use good judgment in deciding what and when to advertise and in preparing copy. Bear in mind that in magazines with large circulation space must be reserved a long time in advance and copy must be mailed many weeks ahead of publication date.

One successful mail-order nurseryman obtains most of his names from advertisements in daily papers, especially Sunday editions of papers that maintain garden departments.

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# A Busman's Holiday

## Part VII. The West Coast of California

By A. O. Rasmussen

Saturday, September 21, my wife and I started south along Route 101 in California. The sun's rays were trickling through the giant redwoods, which presented a colorful sight as we approached Arcata, the largest lumber center in the world. The attractive boulevard plantings of dahlias at intersections were pleasing. A blue and gold information sign of the California agricultural extension service was located at the entrance to Eureka. Here we began to see evidences of vistas other than forests. A large dairy herd was browsing in an open irrigated field, close to the shore line.

Californians are beauty and conservation-conscious, as was evidenced by one large sign, "Don't burn up my paycheck, keep the redwood section green."

### The Redwoods

About 31 miles south of Eureka we came upon the many famous redwood trees. In this area are such trees as "The Oldest Tree Known," this is one of the giant sequoias, estimated to be about 4,000 years old; the world's tallest standing tree, the "Founder's Tree," 357 feet tall, located in Humboldt State Redwood park; "Chimney Tree," in which is located a burl gift shop; the "One-Log House"; "Eternal Tree House"; "Stump House"; "The Reincarnation Tree," and, last but not least, the "Chandelier Tree," at Underwood park, 315 feet high, with a diameter of 21 feet at its base.

The biggest living tree is the "General Sherman" big tree, in Sequoia National park. This specimen is about 115 feet in circumference and 275 feet in height, and its volume is estimated at 600,120 board feet.

Some of the principal trees noted in Oregon and northern California were the common hackberry (40 to 60 feet); sweet gum (80 to 120 feet); American yellowwood (50 to 60 feet); tulip tree, or yellow poplar (100 to 160 feet); Oregon white oak (60 to 80 feet); northern red oak (60 to 90 feet); pin oak (50 to 80 feet); big-leaved maple (60 to 80 feet); Pacific madrone, a round-topped, broad-leaved evergreen (60 to 80 feet); California sycamore; European linden; green ash; rock elm, and eastern black walnut.

Some of the additional evergreens



Green Sprout garden center, owned and operated by Mr. and Mrs. Stanley Wakeham, near Santa Paula, Calif.

were the Atlas cedar (90 to 100 feet); California incense cedar (80 to 100 feet); Himalayan pine (120 to 150 feet); Douglas fir (160 to 180 feet), and the Lawson cypress. The deodar cedar, cedar of Lebanon, and the shore pine were also to be found from the Columbia river basin down to northern California.

In the California area, particularly noticeable were California live oak (30 to 75 feet); camphor tree (20 to 40 feet); red ironbark (50 to 60 feet); southern magnolia (25 to 60 feet); cape chestnut (50 to 60 feet); California peppertree (30 to 50 feet); Carolina poplar (40 to 100 feet); velvet ash, Montebello and Modesto forms (30 to 40 feet); Lon-

don plane tree (30 to 70 feet); ginkgo (40 to 50 feet); Chinese pistacia (40 to 60 feet); southern red oak (50 to 70 feet); California black walnut (50 to 70 feet); white mulberry, Kingan fruitless variety (30 to 40 feet), and the panicked golden-rain tree, (20 to 30 feet).

The pin oak, sweet gum and Norway maple were in particular evidence in the area from San Francisco to Los Angeles. The canary pine (60 to 80 feet) and Coulter pine (50 to 80 feet) are both adapted as specimen trees in the open countryside.

There is a difference between the giant sequoia big tree and the redwood. The giant sequoia is found only on the middle slopes of the Si-



Patio of Green Sprout garden shop, with evergreens and other container stock displayed under lath.





Robert's Florist & Garden Center, Santa Maria, Calif.

erra Nevada mountains in California, whereas the redwood (*sequoia sempervirens*) grows only along the Pacific coast from Monterey county northward to the Oregon line. The giant sequoia has scalelike leaves, whereas the redwood has needlelike leaves.

California ranks fourth in the number of different kinds of trees, being exceeded only by Florida, Texas and Georgia, in that order.

The sugar pine, found along the Pacific coastal area, produces the longest pine cones, many of them exceeding 20 inches in length.

Leaving the spectacular redwood forest area, we drove to Ukiah, in the scenic Russian river valley. We arose early Sunday, September 22, to drive about the town, attractively planted with London planes, hawthorn, yews, privets, evergreen eunymus, flowering crab apples, dogwood and pyracantha.

#### Approach to San Francisco

As we left Ukiah we saw many fine apple and pear orchards, hop fields and dairy farms. We arrived at Cloverdale, an enterprising little village noted for its wineries, vineyards, finished wood products, mining and general agriculture. The citrus fair, one of the most unusual of its kind in the country, is held every year in the ultramodern pavilion. A traditional ram sale attracts buyers and sellers of sheep to Cloverdale from many western states.

Our curiosity was aroused, a few miles further east, by a large sign inviting visitors to inspect the Asti Wine Co. We drove in by the picturesque building, near which many cars were parked, and found we were just in time to participate in a guided tour, given many times daily.

After lunch at nearby Geyserville,

we continued on through the colorful prune, grape and walnut-growing areas to the freeway at Santa Rosa. Santa Rosa is noted as the home of Luther Burbank, renowned horticulturist, who is buried beneath a cedar of Lebanon in a garden.

We continued to San Rafael, the site of Mission San Rafael Archangel, known as the hospital mission, and from there on to the spectacular Golden Gate bridge, a \$35,000,000 engineering marvel, which we crossed at 4 p.m. and then drove on to a motel.

#### Sightseeing

We were informed that several tours were available for travelers and decided to indulge in the Chinatown-after-dark trip. For a nominal fee we were conducted by bus, with a licensed Chinese guide, to visit the largest Chinese settlement outside the Orient. The party visited the Chinese temple of worship, Oriental art studio, unique shops, Old World Chinese buildings and the Chinese telephone exchange. The group was then conducted through the famous Wall street of the west and the old Barbary coast, then taken up Telegraph hill for a panoramic view of the city, bridges and Bay area at night. Another stop was made at picturesque Fishermen's wharf, after which we returned by way of Knob Hill to our motel. This 2½-hour tour is something long to be remembered.

The following morning we decided to see San Francisco proper and took a taxi to Fishermen's wharf and inspected the many wares offered by the concessionaires. We lunched at world-famous DiMaggio's, the restaurant operated by the well-known DiMaggio brothers of baseball fame.

After lunch we joined other trav-

elers on a bay cruise. This thrilling 2-hour trip starts at Fishermen's wharf and one sees such sights as Fort Mason, with its army transport docks; the Marina, site of the 1915 World's Fair, Golden Gate bridge, from below; Sausalito, a picturesque village; Angel island; Treasure island, scene of the 1939-1940 World's Fair; the federal prison at Alcatraz, known as The Rock; the San Francisco-Oakland bay bridge, and the picturesque Ferry building. Back at our starting point, we had dinner before returning to our motel, to change into appropriate attire to join another group of travelers in a night-life party tour, which wound up at the "Top of the Mark." We took the elevator 19 floors to view one of the most spectacular sights we have ever seen—San Francisco at night.

San Francisco has a population of over three-quarters of a million. It is the terminus of many trans-Pacific and coast-wise steamship lines, a great port and industrial city, the financial center of the west and perhaps one of the most interesting cities in the United States. Balboa park, John McLaren park, Mission park and Golden Gate park, all located within the city, are known the world over. The sidewalk flower stands were of particular interest to us, showing many types of flowers unfamiliar to easterners.

#### South to Los Angeles

Tuesday morning, September 24, we left San Francisco on Route 101 to San Jose, the oldest incorporated city in California. This area is a famous fruit-growing region, with important canning industries and packers of dried fruits. The Municipal Rose Garden, Rosicrucian Temple, the City Museum and the planetarium are of special interest to the traveler. Many small fruit and vegetable farms, interspersed with cattle ranches, are to be found along this highway.

Farther south is Salinas, where many farms growing lettuce, sugar beets and artichokes were seen. The sugar beets are processed in a large refinery. To the right of the highway are the flower and vegetable seed fields of the Ferry-Morse Seed Co.

We were fascinated by a plant which is used as a ground cover in boulevard planting in this area. Upon inquiring of one of the highway supervisors, we found that it was the mesembryanthemum, or ice plant. This seems to cover the ground rapidly in this arid area.

We followed our route southward [Continued on page 112]

# Plant Propagators Meet, Hear Talks at Cleveland

By F. C. Galle

A registration of 196 members and guests marked the Plant Propagators' Society meeting held at Wade Park Manor, Cleveland, O., November 20 to 23. There were members from 24 states at the meeting; Canada, England and Germany were also represented.

New officers elected for 1958 are Hugh Steavenson, Forrest Keeling Nursery, Elsberry, Mo., president; Roy Nordine, Morton Arboretum, Lisle, Ill., vice-president; Dr. Kenneth Reisch, Ohio State University, Columbus, secretary, and Dr. John Mahlstede, Iowa State University, Ames, editor. Two new members of the executive committee are Arthur Lancaster, Portsmouth, Va., and John Ravenstein, Mentor, O.

Two new members of the nominating committee are George Rose, Shenandoah, Ia., and John Roller, Scottsville, Tex. New members of the field trials committee appointed were chairman, Fred C. Galle, Chipley, Ga.; J. H. Tingar, Virginia Polytechnic Institute, Blacksburg; Dr. J. P. Nitsch, Cornell University, Ithaca, N. Y.; Hans Hess, Mountain View, N. J., and John Vermeullen, Neshanic Station, N. J.

Dr. William E. Snyder, secretary-treasurer of the Plant Propagators' Society for the past six years, received a standing vote of thanks for his fine work in the organization. Because of present additional work, he was obliged to relinquish the post.

## Secretary's Report

In his final report, Dr. Snyder mentioned that interest in the organization is still increasing. The total membership now is 340, and retention of membership is extremely high. A subject index of the annual proceedings is now in print and will soon be made available to members. The news-letter, also mentioned, will give wider coverage of material through the year. It was announced that the 1958 meeting will be held again at Wade Park Manor. The tentative dates set for this meeting were December 4 to 6.

The meeting started Thursday morning, November 21, under the direction of President Louis Vanderbrook, Manchester, Conn. The welcome address was given by the past president, Edward Scanlon, Cleve-

land, O. He stated that the Plant Propagators' Society is a well-established organization and that he received favorable comments about the society during his recent trip to Europe.

## Spruce Propagation

A symposium on the propagation of spruce was moderated by Dr. Robert P. Meahl, professor of ornamental horticulture, Pennsylvania State University, College Park. Dr. Meahl gave a review of literature on the propagation of spruce, covering seeds, grafting and cuttings. He mentioned that this genus is important in forest and ornamental work. The seeds of picea are usually collected in the fall, and good control of oxygen, moisture and temperature is required in seed storage. The period of viability of spruce seeds has been known to extend up to 10 years, but varies within the species. The degrees of dormancy of the various species of picea have been recorded, and 30 to 90 days of cool temperature are often required to break this dormancy.

Noting the scarcity of available literature on the grafting of spruce, Dr. Meahl said that *Picea abies* is commonly used as understock. Propagation of spruce by cuttings was discussed, and it was mentioned that

juvenile foliage was reported to be best for this purpose, as rooting percentages decrease with the use of older wood. Plain cuttings were reported to root better than heel cuttings, and tip cuttings from the top of a plant were pronounced poorer than cuttings taken from the side of a plant.

Surveying the controversy regarding the use of hormones in the rooting of spruce, Dr. Meahl cited tests in the propagation of Montgomery blue spruce, in which hormones were found to delay rooting and the use of mist proved less effective than hand watering. Good rooting percentages were obtained in June and also, with bottom heat, during February and March. Various cuttings taken from August 1 through January gave poor results.

## Spruce from Seeds

Propagation of spruce by seeds was discussed by Thomas S. Pinney, Evergreen Nursery Co., Sturgeon Bay, Wis. Mr. Pinney advised the selection of quality seeds but mentioned that top quality is not easy to obtain. Tests of germination are recommended. Environmental factors important to the germination of seeds include moisture, oxygen, light and temperature. Dormancy of spruce seeds varies and is usually embryonic rather than externally caused (by seed coats or other such factors).

Soil used in the seedbed must provide good drainage, for air as well as water, and have no frost pockets, said Mr. Pinney. Various chemicals, such as Dalapon and amino-triazole, were recommended for weed control in seedbed areas. Advocated also



Officials at the recent convention of the Plant Propagators Society at Cleveland, O.: Left to right, Roy Nordine, Morton Arboretum, Lisle, Ill., vice-president; Hugh Steavenson, Forrest Keeling Nursery, Elsberry, Mo., president; Louis Vanderbrook, Vanderbrook Nurseries, Inc., Manchester, Conn., retiring president, and Dr. John P. Mahlstede, Iowa State College, Ames, Ia., editor.



was the procedure of building up the organic content of soil to be used as a seedbed by plowing into it previous plantings of alfalfa and oats. Grub control in seedbed areas can be obtained with dieldrin.

Seeds can be stored dry at a temperature of 40 degrees in 80 per cent humidity in closed containers if they cannot be planted in the fall or if pretreatment is necessary, as it is with certain species. Mr. Pinney recommended labeling at the time of seeding. Labels should include the name and source of seeds and other vital information. This information should also be kept in a record book in the nursery office. Seeds, after being planted in the raised bed, are covered with sand and with a 2 to 3-inch layer of straw, with additional shavings added to hold the straw in place during the winter months.

The following spring, the seeds are checked every day, and the straw

is removed as soon as germination starts. Overhead irrigation is then used for midday watering daily through the spring season. Later irrigation is less frequent, but more water is given at each application. No fertilizer is applied to the seedlings the first year other than the initial fertilizer worked into the bed. Straw is used as winter protection. Seedlings are lifted (usually during the second or third year), graded, counted and packed. Packing is considered of vital importance at Mr. Pinney's nursery and is done by trained men.

#### Spruce from Grafts

John Ravenstein, Mentor, O., began his discussion of the propagation of spruce through grafting by recommending the use of Norway spruce as understock. His practice is to purchase Norway spruce seed-

(Continued on page 48)

maintenance periods specified in landscape architect's contracts. He stated that in nearly all instances these maintenance specifications are unfair to the landscape contractor. After some discussion it was moved and seconded that a committee be appointed to call on landscape architects to discuss the maintenance phase of their contracts and any other specifications the committee considered inequitable. John Eisler; W. A. Morten; Dominic Palombo; Louis Wissenbach; Andrew Palombo, Palombo Nurseries, Pittsburgh, and Domenic Parente, Pittsburgh, were appointed to this committee and instructed to investigate the situation and report later.

#### Set Meeting Dates

At this point, the meeting was turned over to the new chairman, Mr. Morten, who appointed Herbert Hoechstetter as program chairman for 1958. Dates for the 1958 meetings were then set, with the exception of the summer picnic, the date for which will be determined later. The spring meeting will be held March 6; the fall meeting, September 25, and the winter meeting, December 4.

After dinner, Mr. Eisler introduced the Rev. Herman Bielenburg, Oil City, Pa., who gave an illustrated talk, entitled "The Voice of the Trees." His excellent color slides of trees, rural and urban scenes, animals and inanimate objects were supplemented with background music. Another series of slides was shown by E. H. Griffith, who talked about his recent Caribbean cruise.

## Western Pennsylvania Meeting

By Frank Curto

W. A. "Bert" Morten, Jr., Coraopolis, Pa., was elected chairman of the western region, Pennsylvania Nurserymen's Association, at the region's ninth meeting December 5 at the Hotel Webster Hall, Pittsburgh. Dominic Palombo, South Hills Nurseries, Pittsburgh, was nominated as executive officer for three years in the state group, and Herbert Hoechstetter, Hoechstetter's Nursery, Inc., Verona, was nominated for second vice-president.

Calling the meeting to order, the 1957 region chairman, Herbert Hoechstetter, asked for the report of Mr. Morten, chairman of the co-operative purchasing committee, on the fertilizer that the association distributes under the brand name, Growell. By vote of the members present, the desired formula for the fertilizer was set as 6-10-4, with 50 per cent of the nitrogen to be in natural organic form.

#### Labor Costs

Stanley Leonard, Leonard & Leonard, Pittsburgh, program chairman, then introduced the first speaker, Louis E. Wissenbach, Squirrel Hill Nursery, Pittsburgh. Discussing rising costs and fixed prices, Mr. Wissenbach urged the members to give serious consideration to raising prices, particularly labor prices. He feels that the labor prices charged by most landscape men are wholly inadequate and should be more in

line with similar charges made by other service organizations. Stating that prices of planting materials are also inadequate, Mr. Wissenbach presented a comparison of prices in his own organization showing that over a period of about 30 years the prices of plant materials has risen only a fraction as much as prices of other consumer goods.

The next speaker on the program was O. S. Pride, Butler, who has specialized in the growing of holly for the past 27 years. His continuing endeavor, he said, is to find a variety of American holly that is well-berried; retains a bright green, glossy foliage throughout the year, and grows rapidly and vigorously. He distributed samples of 30 different clones of American holly that he is currently growing at his nursery, describing the good points and shortcomings of each one.

David R. Metzger, Terrace Gardens, Youngstown, O., president of the Ohio Nurserymen's Association, gave a detailed account of his company's operations, showing examples of the various record forms used. Terrace Gardens, according to Mr. Metzger, charges higher prices than any other comparable firm in the Youngstown area, and his closing remark was, "You can lick competition by charging more for better work."

John Eisler, Eisler Nurseries, Butler, then spoke on the subject of

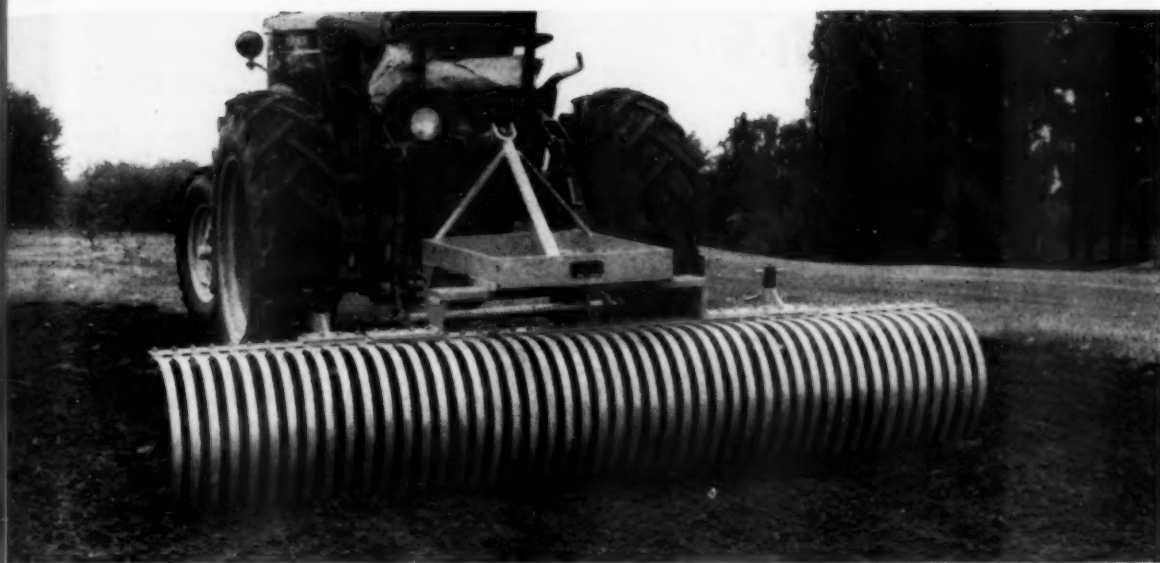
#### NEW ALABAMA GROUP

W. D. Cabe, Huntsville, Ala., is president of the Madison County Nurserymen's Association, which was formed last September by the wholesale nurserymen in Madison county, Alabama.

The following firms, all located in Madison county, are members of the M. C. N. A.: Alabama Nursery & Landscape Co., Chase; Bradford's Blue Spring Nursery, Huntsville; Chase Nursery Co., Chase; E. F. DuBose Nursery, Huntsville; Brosemer Nursery, Huntsville; Naugher Nursery, Chase; Huntsville Wholesale Nurseries, Inc.; Huntsville, Byers Nursery Co., Chase; Park Nursery Co., Huntsville, and J. A. Webb Nursery, Huntsville.

The purpose of the association is to enable the nurserymen to cooperate more closely in matters of mutual benefit and to promote the sale of nursery stock grown in the area.

# York — the BEST BUY in Landscaping Equipment!



## The YORK RAKE will do these landscaping jobs — BETTER!

rough grading — spreading topsoil — clearing stones, roots and  
debris — finish raking — terracing — backfilling — bulldozing.

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I'm interested in reducing labor costs and  
increasing efficiency. Please rush complete  
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City, Zone, State .....

The YORK RAKE — pioneer of mechanical rakes —  
is the most versatile landscaping tool made. Easy to  
adjust and operate . . . ruggedly built to stand up under  
years of hard use. It's the choice of many leading  
landscape contractors, municipalities, park depart-  
ments and golf course superintendents.

Model RE fits any tractor with standard 3-point hitch.  
Other models available to fit smaller tractors.

Before you buy, be sure to get full information on the  
YORK RAKE. Write today to Dept. N-81.



**PIONEER MANUFACTURERS OF MECHANICAL RAKES**

# Vertagreen's COMPLETE LINE \*

GENERATES  
MORE  
SALES  
MORE  
PROFIT!



## STRONG ADVERTISING MAKES MORE SALES!

Full color ads in series for NATIONAL MAGAZINES will have over 12,402,800 readers. To include *Better Homes and Gardens*, *Saturday Evening Post*, *American Home*. LOCAL NEWSPAPERS will have strong local-level promotion. Place your tie-in and follow-up ads and associate your store with Armour's national campaign. DISPLAY MATERIAL, gay and colorful, is available for extra point-of-purchase selling. Important folders, streamers, and window displays all help you sell VERTAGREEN, the complete-line plant food with the complete-line of advertising!



**ARMOUR FERTILIZER WORKS • Atlanta, Georgia**

Manufacturers of Vertagreen, a complete line of lawn and garden foods...

Rose Food, Sheep Manure, Armorganic, Vertagreen for Acid-Loving Plants, Cattle Manure, Tomato Food.

## OBITUARY

### Carl H. Flemer, Sr.

Carl H. Flemer, Sr., 67, former head of the F & F Nurseries, Holmdel, N. J., and a past president of the New Jersey Nurserymen's Association, died November 27 at Overlook hospital, Summit, N. J., after a short illness. He retired five years ago from active participation in the nursery business that was founded by his late father, William Flemer.

Mr. Flemer was a former vice-president and director of the First National bank at Springfield, N. J., a vice-president of the board of trustees of the First Presbyterian church and a member of the Springfield board of education.

Among the survivors are his widow, Carrie, and three sons, Carl H., Jr.; Donald F., and Albert.

### James Marshall Sapp

James Marshall Sapp, 60, owner of the Sapp Nursery, Longview, Tex., died December 4 in the Veterans' Administration hospital at McKinney, Tex., after a prolonged illness. He had been a resident of Longview for 26 years. A member of the Texas Association of Nurserymen, Mr. Sapp had devoted 40 years to the nursery business. He was a veteran of World War I and a member of Bernay Camp American Legion Post No. 140. Surviving are the widow, Mrs. Myrtle Sapp; two sons, Leo and Charles; two daughters; a sister, and a brother, Floyd Sapp, of Sapp's Nursery, Mount Vernon, Ill.

### TRUCK RATES UP

Southern truck lines received the approval of the interstate commerce commission to increase some of their freight charges 4 to 7 per cent, effective November 25, 1957. These increases, however, apply only to shipments within the south and between the south and southwest and middle west. These increases are reported to balance the 4 per cent rate increases granted the southern railroads last August.

**OZONE PARK NURSERY**, Ozone Park, L. I., has added two new greenhouses for the production of foliage plants.

**OFFICES** of the Keeline-Wilcox Nurseries have been moved from Montebello to 13251 Central avenue, Brea, Calif.



Pool shipment is loaded directly from cold storage room into new "reefer" car at our siding

## Here's Why P & D Roses Arrive *Safely* Through Winter Cold

*New Mechanical Refrigerator Cars Maintain  
Constant, Safe Temperature for Entire Trip*

This innovation in transcontinental shipping is another new Peterson & Dering service assuring safe delivery of Oregon's finest roses to any point in the nation.

### ORDER NOW for EARLY POOL CAR DELIVERY

Orders now being booked for pool car shipments to eastern points.

**EASTERN NURSERYMEN: Contact Frank C. Donovan**  
130 E. 233rd Street, Euclid, Ohio

*Build a better rose business with P&D Roses*



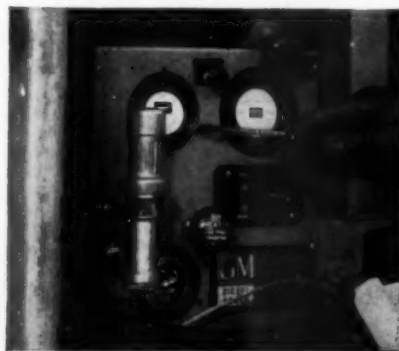
Oregon's Best Source of Good Roses . . . the Finest Anywhere



Twin liquidometers register temperature at top and bottom of the car.



Inside temperatures are checked by inspectors enroute to destination.



Diesel power unit in car provides necessary heat or cold from 70° to -10°.



# CARTWRIGHT NURSERIES

## COLLIERVILLE, TENN. Phone: Ulysses 3-235

### SPRING, 1958

All nursery stock is sold F.O.B. Collierville, Tenn.; however, we will, if desired, arrange for delivery of stock to purchaser. We have access to a large fleet of refrigerator trucks, which can be hired on a mileage basis, so as to provide very economical and safe transportation. In any event stock travels at the risk of the purchaser.

Our stock is individually graded and tagged by a competent superintendent before it is dug and is graded and handled as carefully as possible to insure delivery to you of top-quality stock in good condition. Claims made within 10 days of receipt of stock will receive careful consideration. Our grades are at least up to American Association standards and are often better. Come to the nursery and see our stock in the fields.

All prices are subject to change without notice and all prices are based on truck-load or carload quantities.

We have 850,000 B&B evergreens ready for market this season in our 1500-acre nursery.

## CONIFERS

All of our Junipers are many times sheared, none of them less than eight times, and many of our arborvitae are also sheared. This stock is of specimen quality and guaranteed to please.

### Arborvitae, orientalis Baker

24 to 30 ins.	\$1.00
30 to 36 ins.	1.40
3 to 4 ft.	2.00

### Arborvitae, orientalis Berckmans (Berckmans Dwarf Golden)

12 to 15 ins.	1.00
15 to 18 ins.	1.25
18 to 24 ins.	1.60
24 to 30 ins.	2.00

### Arborvitae, orientalis Blue Cone

18 to 24 ins.	1.00
24 to 30 ins.	1.35
30 to 36 ins.	1.60
3 to 4 ft.	2.20

### Arborvitae, orientalis Bonita

15 to 18 ins.	1.25
18 to 24 ins.	1.60
24 to 30 ins.	2.00
30 to 36 ins.	2.50

### Arborvitae, orientalis Excelsa

30 to 36 ins.	1.50
3 to 4 ft.	2.00
4 to 5 ft.	3.00
5 to 6 ft.	4.00

### Arborvitae, orientalis fruitlandi (Dark Green Berckmans)

18 to 24 ins.	1.50
24 to 30 ins.	1.75
30 to 36 ins.	2.25

### Arborvitae, orientalis newarkii

24 to 30 ins.	1.25
30 to 36 ins.	1.50
3 to 4 ft.	2.00
4 to 5 ft.	3.00
5 to 6 ft.	4.00

### Arborvitae, American Dark Green

24 to 30 ins.	1.50
30 to 36 ins.	2.25
3 to 4 ft.	3.00
4 to 5 ft.	3.75

### Arborvitae, American Pyramidal

24 to 30 ins.	1.50
3 to 4 ft.	3.00
4 to 5 ft.	3.75

### Arborvitae, American compacta erecta globosa

18 to 24 ins.	\$1.75
24 to 30 ins.	2.25

### Arborvitae, American Globe (globosa)

12 to 15 ins.	1.25
15 to 18 ins.	1.60
18 to 24 ins.	2.00
24 to 30 ins.	2.50

### Cedrus atlantica

2 to 3 ft.	1.50
3 to 4 ft.	2.50

### Cedrus deodara

2 to 3 ft.	1.50
3 to 4 ft.	2.50
4 to 5 ft.	3.50
5 to 6 ft.	5.00

### Cypress, Blue Lawson

30 to 36 ins.	1.75
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### Chamaecyparis Cyano Viridis

18 to 24 ins.	1.25
24 to 30 ins.	1.75
30 to 36 ins.	2.00

### Juniper, Andorra

15 to 18 ins.	1.20
18 to 24 ins.	1.60

### Juniper, hetzi glauca

15 to 18 ins.	1.25
18 to 24 ins.	1.75
24 to 30 ins.	2.25

### Juniper, chinensis pfitzeriana

Many times sheared, very heavy	
12 to 15 ins.	1.10
15 to 18 ins.	1.50
18 to 24 ins.	2.00
24 to 30 ins.	2.75
30 to 36 ins.	3.50

### Juniper, pfitzeriana Blue

15 to 18 ins.	1.50
18 to 24 ins.	2.00

### Juniper, pfitzeriana compacta

12 to 15 ins.	1.10
15 to 18 ins.	1.50
18 to 24 ins.	2.00
24 to 30 ins.	2.75
30 to 36 ins.	3.50

### Juniper, pfitzeriana Golden

15 to 18 ins.	1.50
18 to 24 ins.	2.00

### Juniper, pfitzeriana nana (Armstrong's)

12 to 15 ins.	
15 to 18 ins.	
18 to 24 ins.	
24 to 30 ins.	

### Juniper, densa glauca

2 to 3 ft.	
3 to 4 ft.	

### Juniper, excelsa stricta

15 to 18 ins.	
18 to 24 ins.	
24 to 30 ins.	

### Juniper, fastigiata

24 to 30 ins.	
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### Juniper, virginiana repandens

15 to 18 ins.	
18 to 24 ins.	
24 to 30 ins.	

### Juniper, sabina

12 to 15 ins.	
15 to 18 ins.	
18 to 24 ins.	

### Juniper, sabina vonshron

15 to 18 ins.	
18 to 24 ins.	
24 to 30 ins.	

### Juniper, scopulorum kenyonii

18 to 24 ins.	
24 to 30 ins.	
30 to 36 ins.	

### Juniper, sylvestris

2 to 3 ft.	
3 to 4 ft.	
4 to 5 ft.	

### Juniper, virginalis

15 to 18 ins.	
18 to 24 ins.	
24 to 30 ins.	

### Juniper, virginiana burki, well-sheared

2 to 3 ft.	
------------	--

### Juniper, virginiana canaerti, well-sheared

2 to 3 ft.	
3 to 4 ft.	
4 to 5 ft.	
5 to 6 ft.	

### Juniper, virginiana glauca

2 to 3 ft.	
3 to 4 ft.	

### Pinus nigra (Austrian Pine)

2 to 3 ft.	
3 to 4 ft.	

### Pinus strobus (White Pine)

2 to 3 ft.	
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## BROAD-LEAVED EVERGREENS

For broad-leaved evergreens are well-known specimen stock. Most of them many are sheared, and the quality is guaranteed please you.

<i>Illex grandiflora</i>	2 to 3 ft.	\$1.00
	3 to 4 ft.	1.25
<i>Ilex barlandi</i>	5 to 18 ins.	1.50
<i>Ilex sempervirens</i> , light grade	2 to 15 ins.	1.00
	5 to 18 ins.	1.50
<i>Eleagnus decora lactea</i>	18 to 24 ins.	1.00
	2 to 3 ft.	1.50
<i>Eleagnus fruticand</i>	2 to 3 ft.	1.00
	3 to 4 ft.	1.50
<i>Eleagnus simoni</i>	2 to 3 ft.	1.00
	3 to 4 ft.	1.50
<i>Euonymus coloratus</i>	18 to 24 ins.	1.00
	2 to 3 ft.	1.25
<i>Euonymus patens</i>	18 to 24 ins.	1.00
	24 to 30 ins.	1.25
	30 to 36 ins.	1.50
	3 to 4 ft.	2.00
	4 to 5 ft.	2.50
	5 to 6 ft.	3.50
<i>Ilex cornuta burfordi</i>		
Larger sizes with berries, selected well-berried plants, 20% extra.		
	15 to 18 ins.	1.00
	18 to 24 ins.	1.25
	24 to 30 ins.	1.50
	30 to 36 ins.	2.00
	3 to 4 ft.	2.75
	4 to 5 ft.	3.50
<i>Ilex cornuta femina</i>	18 to 24 ins.	1.50
	24 to 30 ins.	2.00
	30 to 36 ins.	2.50
	3 to 4 ft.	3.25
<i>Ilex crenata convexa</i> (bullata), well-sheared, compact	12 to 15 ins.	1.00
	15 to 18 ins.	1.25
	18 to 24 ins.	1.75
	24 to 30 ins.	2.25
<i>Ilex crenata latifolia</i>	15 to 18 ins.	1.00
<i>Ilex crenata Biloxi</i> , selected type similar to <i>convexa</i> , but stronger grower	15 to 18 ins.	1.00
	18 to 24 ins.	1.50
	24 to 30 ins.	2.00
<i>Ilex crenata repandens</i> , dwarf, spreading, compact	15 to 18 ins.	1.25
	18 to 24 ins.	1.75
<i>Ilex crenata rotundifolia</i> , well-sheared, very heavy	12 to 15 ins.	.80
	15 to 18 ins.	1.00
	18 to 24 ins.	1.50
	24 to 30 ins.	2.00
	30 to 36 ins.	2.50
<i>Ilex opaca</i> , seedlings, sheared	2 to 3 ft.	1.50
	3 to 4 ft.	2.50
	4 to 5 ft.	3.50
	5 to 6 ft.	5.00
<i>Ilex opaca Croonenburg</i>	2 to 3 ft.	2.00
	3 to 4 ft.	3.00
	4 to 5 ft.	4.00
	5 to 6 ft.	5.00
<i>Ilex East Palatka</i>	2 to 3 ft.	2.00
	3 to 4 ft.	3.00
	4 to 5 ft.	4.00
	5 to 6 ft.	5.00
	6 to 8 ft.	7.50
	8 to 10 ft.	12.50
	10 to 12 ft.	17.50

<i>Ilex opaca howardi</i>	2 to 3 ft.	\$2.00
	3 to 4 ft.	3.00
	4 to 5 ft.	4.00
	5 to 6 ft.	5.00
<i>Ilex opaca Hume No. 2</i>	2 to 3 ft.	2.00
	3 to 4 ft.	3.00
	4 to 5 ft.	4.00
	5 to 6 ft.	5.00
<i>Ilex opaca Reynolds</i>	2 to 3 ft.	2.00
	3 to 4 ft.	3.00
<i>Ilex vomitoria</i> , well-sheared, very good	18 to 24 ins.	1.00
	24 to 30 ins.	1.50
	30 to 36 ins.	2.00
	3 to 4 ft.	2.50
	4 to 5 ft.	3.00
	5 to 6 ft.	4.00
<i>Ilex vomitoria nana</i> , very dwarf type	12 to 15 ins.	1.25
<i>Ilex vomitoria Pride of Houston</i> , heavily sheared	18 to 24 ins.	1.00
	24 to 30 ins.	1.50
	30 to 36 ins.	2.00
	3 to 4 ft.	2.50
	4 to 5 ft.	3.00
<i>Illicium anisatum</i>	2 to 3 ft.	1.25
<i>Jasminum floridum</i>	15 to 18 ins.	1.00
	18 to 24 ins.	1.25
	24 to 30 ins.	1.50
<i>Ligustrum lucidum</i> (Black Wax)	24 to 30 ins.	1.00
	30 to 36 ins.	1.25
<i>Ligustrum lucidum</i> , Grifin type	24 to 30 ins.	1.00
	30 to 36 ins.	1.25
<i>Ligustrum lucidum</i> (Suwannee River)	15 to 18 ins.	1.75
	18 to 24 ins.	2.25
	24 to 30 ins.	2.75
<i>Laurocerasus caroliniana</i> (Cherry Laurel), heavily sheared	2 to 3 ft.	1.25
	3 to 4 ft.	1.50
	4 to 5 ft.	2.50
	5 to 6 ft.	3.50
	6 to 8 ft.	5.00
<i>Loropetalum chinense</i> (Texas Fringe)	18 to 24 ins.	1.25
	24 to 30 ins.	1.50
	30 to 36 ins.	2.00
<i>Magnolia grandiflora</i>	2 to 3 ft.	2.00
	3 to 4 ft.	3.00
	4 to 5 ft.	4.00
	5 to 6 ft.	5.00
	6 to 8 ft.	7.50
<i>Magnolia glauca</i>	2 to 3 ft.	1.50
	3 to 4 ft.	2.50
	4 to 5 ft.	3.50
	5 to 6 ft.	5.00
	6 to 8 ft.	7.50
<i>Nandina domestica</i>	15 to 18 ins.	.80
	18 to 24 ins.	1.00
	24 to 30 ins.	1.25
	30 to 36 ins.	1.50
	3 to 4 ft.	2.00
<i>Osmanthus fortunei</i>	18 to 24 ins.	1.25
	24 to 30 ins.	1.50
<i>Viburnum burkwoodi</i>	18 to 24 ins.	1.50
	24 to 30 ins.	1.75
	30 to 36 ins.	2.00

## LINING-OUT STOCK

## Liners—Potted

<i>Chamaecyparis Cyma Viridis</i> , 3-in. pot.	\$0.12 1/2
<i>Elaeagnus simoni</i> , 3-in. pot.	.12 1/2
<i>Ilex fosteri</i> No. 2, 2 1/2-in. rose pot.	.17 1/2
<i>Illicium anisatum</i> (Spring), 2 1/2-in. pot.	.12 1/2
<i>Ilex crenata convexa</i> , 2 1/2-in. rose pot.	.15
<i>Ilex crenata repandens</i> , 2 1/2-in. rose pot.	.15
<i>Ilex opaca East Palatka</i> , 2 1/2-in. rose pot.	.17 1/2
<i>Ilex opaca howardi</i> , 2 1/2-in. rose pot.	.17 1/2
<i>Ilex opaca Hume No. 2</i> , 2 1/2-in. rose pot.	.17 1/2
<i>Ilex vomitoria femina</i> , 2 1/2-in. rose pot.	.12 1/2
<i>Ilex vomitoria Pride of Houston</i> , 2 1/2-in. rose pot.	.12 1/2
<i>Laurocerasus caroliniana</i> , 2 1/2-in. pot.	.12 1/2
<i>Lonicera yunnanensis</i> , ready for cans, 4-in. pot.	.17 1/2
<i>Nandina domestica</i> , 2 1/2-in. rose pot.	.10
<i>Thuja occidentalis nigra</i> , 2 1/2-in. rose pot.	.15
<i>Thuja orientalis excelsa</i> , 2 1/2-in. rose pot.	.15
<i>Thuja orientalis newarkii</i> , 2 1/2-in. rose pot.	.15
<i>Thuja orientalis Bonita</i> , 2 1/2-in. rose pot.	.15

## Liners—Bed-Grown

<i>Euonymus alatus compactus</i> , 2-yr., 8 to 10 ins.	.15
<i>Ilex rotundifolia</i> , 2-yr., sheared, 8 ins.	.12 1/2
<i>Jasminum floridum</i> , 1-yr.	.12 1/2
<i>Euonymus</i> , small-leaved, spreading, 1-yr., 8 to 12 ins.	.10

## Liners—Field-Grown

<i>Juniper, hetzi glauca</i> , 1-yr., 6 to 8 ins.	.10
<i>Juniper, hetzi glauca</i> , 1-yr., 8 to 12 ins.	.12
<i>Juniper, excelsa stricta</i> , 1-yr., 6 to 8 ins.	.10

## Transplants—from field rows

<i>Ilex rotundifolia</i> , TT, 3-yr., 8 to 10 ins.	.25
<i>Ilex rotundifolia</i> , TT, 4-yr., 12 to 15 ins.	.35
<i>Juniper, Pfitzer</i> , T, 2-yr., 10 to 12 ins.	.35
<i>Juniper, hetzi glauca</i> , T, 2-yr., 10 to 12	.30

DECIDUOUS TREES,  
B&B

<i>Cornus florida</i> (White Dogwood)	
2 to 3 ft.	\$1.00
3 to 4 ft.	1.50
4 to 5 ft.	2.00
5 to 6 ft.	2.75
6 to 8 ft.	4.00
<i>Cornus florida rubra</i> (Pink-Flowering Dogwood)	
24 to 30 ins.	1.50
30 to 36 ins.	2.00
3 to 4 ft.	3.00
<i>Magnolia soulangeana</i> (Pink Magnolia)	
3 to 4 ft.	2.75
4 to 5 ft.	3.50
5 to 6 ft.	4.50

GALLON-SIZE  
CONTAINER-GROWN  
STOCK

80c each

Arboretum, Berkman	
Arboretum, Blue Cone	
Juniper, pfitzeriana	
Juniper, pfitzeriana compacta	
Juniper, excelsa stricta	
Juniper, fastigiata (Improved Irish)	
Juniper, hetzi glauca	
Juniper, sabina	
Magnolia grandiflora	
Ilex burfordi	
Ilex rotundifolia	
Ilex convexa (bullata)	
Ligustrum lucidum	
Pyracantha formosana, red	
Pyracantha lalandi, orange	
Gardenia fortunei	

CARTWRIGHT NURSERIES,

COLLIERVILLE,  
TENN.

## And again it is CHICAGO IN JANUARY!

For the largest gathering of nurserymen that will be brought together by any of the winter meetings.

It will pay you to be there, and it will also pay you to make your hotel reservations NOW. Indications are that our 1958 convention will again be the "largest ever."

Of all months, January is the heaviest convention month in Chicago, and hotel men advise us that the situation will be tight and early reservations necessary. Write now for your reservations to the Hotel La Salle, La Salle and Madison Sts., Chicago 2, Ill., and be sure to mention the nurserymen's meetings.

The meeting dates in 1958 will be Monday, Tuesday and Wednesday, January 13-14-15. Meetings of a number of allied associations will be held during the week. The registration desk will be open Sunday, January 12.

### Illinois State Nurserymen's Association Annual Convention January 13-14-15, 1958

For the Ladies

Luncheon Program—January 15, 1958

Lecture on "Personality, Charm and Styling" by Mrs. Lois Etzold. (This is part of the convention program.)

The banquet on Wednesday evening will be a testimonial to Miles W. Bryant, retiring secretary of the Illinois State Nurserymen's Association.

### National Landscape Nurserymen's Association Midwinter Conference January 12, 1958

Closed meetings of a number of allied national nurserymen's associations will also be held over the week-end.

## ILLINOIS STATE NURSERYMEN'S ASSOCIATION

## The Place to Meet Nurserymen from all New England!



The

**NEW ENGLAND NURSERYMEN'S ASSN.**

*winter meeting*

February 4, 5 and 6, 1958  
Hotel Kenmore, Boston, Mass.

For exhibit space, contact:

Jack Shore, Chairman of Exhibit Committee, J. Shore & Co.,  
Chelsea, Mass.

Erwin W. Whitham, Secretary, R. F. D. No. 1, Andover, Conn.

## COMING EVENTS

### MEETING CALENDAR

January 2, 1958—Connecticut Nurserymen's Association, winter meeting, Waverly Inn, Cheshire, Conn.

January 5 to 7—North Carolina Nurserymen's Association, winter meeting, College Union building, North Carolina State College, Raleigh.

January 6 to 8—Eastern nurserymen's convention, Hotel Roosevelt, New York, N. Y.

January 6 to 8—Western Association of Nurserymen, annual convention, Hotel Muchlebach, Kansas City, Mo.

January 6 to 8—Indiana Association of Nurserymen, winter meeting, Purdue University, Lafayette, Ind.

January 6 to 9—American Pomological Society and Massachusetts Fruit Growers Association, joint annual meeting, Bancroft hotel, Worcester, Mass.

January 8—Fifth annual conference on landscape architecture for nurserymen, Iowa State College, Ames, Ia.

January 8—Maryland Nurserymen's Association, winter meeting, Southern hotel, Baltimore, Md.

January 8 to 10—Indiana Arborists' Association, winter meeting, Purdue University, Lafayette, Ind.

January 9 and 10—Oklahoma State Nurserymen's Association, winter meeting, Mayo hotel, Tulsa, Okla.

January 9 to 11—Iowa Nurserymen's Association, winter meeting, Hotel Kirkwood, Des Moines, Ia.

January 12—National Landscape Nurserymen's Association, winter meeting, Hotel La Salle, Chicago, Ill.

January 12 to 14—New York State Arborists' Association, annual meeting and arborists' school, Statler Hall, Cornell University, Ithaca, N. Y.

January 12 to 15—Canadian Association of Nurserymen, annual convention, Windsor hotel, Montreal, Quebec, Canada.

January 13—National Mail Order Nurserymen's Association, Inc., winter meeting, Hotel La Salle, Chicago, Ill.

January 13 to 15—Illinois State Nurserymen's Association, winter convention, Hotel La Salle, Chicago, Ill.

January 14—Massachusetts Nurserymen's Association, annual meeting, Hotel Kenmore, Boston, Mass.

January 16 and 17—Washington State Nurserymen's Association, winter convention, Ben Franklin hotel, Seattle, Wash.

January 20 to 22—Ohio State University's annual short course for arborists, landscape gardeners and nurserymen, Neil House, Columbus, O.

January 22 and 23—Connecticut Nurserymen's Association, short course, University of Connecticut, Storrs.

January 22 to 24—Ohio Nurserymen's Association, winter convention, Neil House, Columbus, O.

January 23 and 24—New Jersey Association of Nurserymen, winter meeting, Chalfonte-Haddon Hall hotel, Atlantic City, N. J.

January 24—Western New York Nurs-

# THE OHIO NURSERYMEN'S ASSOCIATION

CORDIALLY INVITE YOU  
TO ATTEND THEIR  
"50-and-1"  
CONVENTION  
JANUARY 22, 23 and 24, 1958

NEIL HOUSE

COLUMBUS, OHIO

erymen's Association, winter meeting, Sheraton hotel, Rochester, N. Y.

January 26 to 28—Virginia Nurserymen's Association, annual convention, Hotel John Marshall, Richmond, Va.

January 27 and 28—Idaho Association of Nurserymen, winter meeting and garden school, Basque Center hall, Boise, Ida.

January 28 and 29—Kentucky Nurserymen's Association, winter meeting, Phoenix hotel, Lexington, Ky.

January 29—Southern California nursery institute, University of California at Los Angeles.

January 29 to 31—Michigan Association of Nurserymen, winter convention, Fort Shelby hotel, Detroit, Mich.

January 30 and 31—Oregon Association of Nurserymen, annual convention, Multnomah hotel, Portland, Ore.

January 31—Northern California nursery institute, University of California at Berkeley.

February 2 to 4—Tennessee Nurserymen's Association, annual convention, Patten hotel, Chattanooga, Tenn.

February 3 and 4—National Arborist Association, winter meeting, Statler hotel, Washington, D. C.

February 4—Delaware nurserymen's short course, Agricultural Hall, University of Delaware, Newark, Del.

February 4 and 5—Short course for nurserymen sponsored by Oregon State College, Corvallis.

February 4 to 6—New England Nurserymen's Association, annual meeting, Hotel Kenmore, Boston, Mass.

February 6 and 7—West Virginia Nurserymen's Association, winter meet-

IT'S NOT TOO LATE TO COME TO  
THE 1958 CONVENTION OF  
EASTERN NURSERYMEN

January 6, 7 and 8, 1958 — Monday, Tuesday, Wednesday

For hotel reservations, write or phone direct to:

Hotel Roosevelt  
Madison Ave., 45 St.  
New York City, New York MUrray Hill 6-9200

For convention registration and information:

Mrs. M. M. Enberg  
c/o Rosedale Nurseries, Inc.  
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ANGELICA NURSERIES

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For Quality Stock—  
**RICKERT NURSERIES**

Successor to Moon's

Established 1767

MORRISVILLE, PA.

*Plan to*

COME TO KANSAS CITY FOR THE

*68th Annual Meeting*

## WESTERN ASSOCIATION OF NURSERYMEN

JANUARY 6, 7, and 8, 1958

HOTEL MUEHLEBACH

First meeting of the year, where all the scarce  
items are bought and sold.

A splendid program features:

*Do Trees Influence Your Life?*

—Dr. Peter Fletcher, University of Missouri

*Turf Problems* —Dr. Ray Keen, Kansas State College

*Flowering Trees and Ornamental Plants*

—Dr. Donald Wyman, Arnold Arboretum

*Affairs of the A. A. N.*

—Dr. Richard P. White, A. A. N. Executive Vice-President

*New Insecticides* —Truman Quinton, Acme Insecticides

*New Growing Practices Panel* —Ben Asjes, Kansas City, Mo.

*Container Stock* —Sam Peace, Jr., Peace & Son Nursery

*Banquet and Entertainment*

● WRITE HOTEL MUEHLEBACH, KANSAS CITY, MO.

AT ONCE TO BE SURE OF RESERVATIONS

ing, Daniel Boone hotel, Charleston, W. Va.

February 11—Lake County Nurserymen's Association, annual school, Hellriegel's Inn, Painesville, O.

February 12 and 13—Pennsylvania Nurserymen's Association, winter meeting, Penn-Harris hotel, Harrisburg, Pa.

February 19 to 21—Midwestern chapter, National Shade Tree Conference, winter meeting, Hotel La Salle, Chicago, Ill.

February 20 and 21 — Massachusetts Nurserymen's Association, short course for nurserymen, Waltham field station, Waltham, Mass.

### EASTERNERS' AGENDA

Revisions having been made to cover last minute changes in arrangements, the accompanying program for the 1958 convention of eastern nurserymen, to be held January 6 to 8 at the Hotel Roosevelt, New York, N. Y., was recently announced by Mrs. Marie M. Enberg, secretary-treasurer.

#### JANUARY 6

10:30 a. m. — Registration.

2:00 p. m. — Welcome address, by Willard M. Bond, chairman, region I, American Association of Nurserymen.

"Our Year's Accomplishments and Plans for the Future," by Louis Weinstock, president, New York State Nurserymen's Association.

2:30 p. m. — "Report on the Work of the Bureau of Plant Industry," by Edwin Kirk, director, bureau of plant industry, New York state department of agriculture.

2:45 p. m. — "Landscaping Your Insurance Needs," by Mathew Napear, Mathew Napear & Son, New York.

3:15 p. m. — "Gold and Its Effect on Today's Economy," by Dr. Frank Pearson, professor emeritus, department of agricultural economics, Cornell University, Ithaca, N. Y.

3:45 p. m. — "Personnel Problems in Small Business," by Prof. Robert F. Risley, Cornell University.

6:30 p. m. — Annual reception.

#### JANUARY 7

8:15 a. m. — Coffee and doughnuts, exhibit area.

9:00 a. m. — Registration.

9:15 a. m. — Business meeting, region I, A. A. N.: Presentation of slate of officers and presentation of new convention organization.

10:30 a. m. — Address by John Fraser III, president, A. A. N.

11:00 a. m. — "Regional A. A. N. Research Program," by Richard M. Wyman, Jr., Wyman's Garden Centers, Framingham, Mass.

11:15 a. m. — "The Regional Viewpoint," by Valteau C. Curtis, member, board of directors, region I, A. A. N.

11:30 a. m. — "A Report on What Is Being Done to Gain Better Cooperation Between Those Who Are Planning, Supplying Plant Materials for and Executing Landscape Work," by William Howe, Jr.

11:45 a. m. — Introduction of exhibitors.

12:30 p. m. — Lunch, grand ballroom, Willard M. Bond presiding.

"The Price of the Best Is Always All the Rest," by Frank Lovejoy, Socony Mobil Oil Co., Inc., New York.

2:15 p. m. — "Country Fair Forum"

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## LINING-OUT STOCK AND CHRISTMAS TREES

Seedlings for Spring Planting

## SEEDLINGS

(Not Guaranteed)

	Per 1000
Douglas Fir, 3-yr. seedlings (3-0), 3 to 5 in. ....	\$25.00
Mugho Pine, 3-yr. seedlings, (3-0), 3 to 5 in. ....	25.00
Scotch Pine (North German) 3-yr. seedlings (3-0), 8 to 15 in. ....	25.00
Colorado Blue Spruce, 3-yr. seedlings (3-0), 3 to 5 in. ....	30.00
Black Hill Spruce, 3-yr. seedlings (3-0), 3 to 5 in. ....	20.00
White Spruce, 3-yr. seedlings (3-0), 4 to 8 in. ....	25.00

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Cash with order, or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price. No extra charge for boxes or packing.

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# BAIER LUSTGARTEN AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage. Over 200,000 for spring delivery. All sizes from 8 ins. to 3 ft. All B&B.

## AMOENA

8 ins. ....	\$0.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00

## CORAL BELLS

6 ins. ....	.50
8 ins. ....	.75
10 ins. ....	1.00

## HINODEGIRI

Our Hinos are very dark red.

6 ins. ....	.50
8 ins. ....	.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00
18 ins. ....	2.50
20 ins. ....	3.50
24 ins. ....	5.00
30 ins. ....	6.00
36 ins. ....	7.50

## ORANGE BEAUTY KURUME

6 ins. ....	.50
8 ins. ....	.75
10 ins. ....	1.00
12 ins. ....	1.25

## HINO-CRIMSON

6 ins. ....	.50
8 ins. ....	.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00

## SNOW

6 ins. ....	\$0.50
8 ins. ....	.75
10 ins. ....	1.00
12 ins. ....	1.25

## LEDIFOLIA ALBA

6 ins. ....	.50
8 ins. ....	.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00
18 ins. ....	2.50
20 ins. ....	3.50
24 ins. ....	5.00

## MAXWELL

8 ins. ....	.75
10 ins. ....	1.00

## KAEMPFERI

Hardest of all azaleas; well-budded, heavy.

## OTHELLO, SALMON BEAUTY, FEDORA and CARMEN are all the same price.

8 ins. ....	.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00
18 ins. ....	2.50
20 ins. ....	3.50
24 ins. ....	5.00
30 ins. ....	6.00
36 ins. ....	7.50

We also have limited quantities of the following varieties: Louise Gable, Favorita, Beethoven, Johann Strauss, Rose Bud, Rose Greeley, Addy Wery and Polaris.

Rooted cuttings of all varieties ready November 1. \$50.00 per 1000 except—Rose Bud, Rose Greeley, Addy Wery, Louise Gable, \$75.00 per 1000.

Buy northern-grown hardy azaleas. Our cuttings are made from plants that have been outdoors, unprotected for the past 15 years. Try them once and see the difference.

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# CHOICE LINER

	Each 100 rate	Each 1000 rate		Each 100 rate	Each 1000 rate
1200 Abies concolor, 2-yr., S., 2 to 4 ins. ....	\$0.10	\$0.09	3000 Euonymus alatus, seed-grown, 2-yr., T. ....	\$0.15	\$0.14
2000 Abies concolor, 3-yr., T., 3 to 5 ins. ....	.20	.15	300 Euonymus alatus compactus, 2-yr., T., 6 to 9 ins. ....	.30	..
200 Acer dissectum atropurpureum, 1-yr., grafts	.90	..	100 Euonymus atropurpureus, 1-yr., S., 6 to 9 ins. ....	.10	..
2000 Acer ginnala, 1-yr., S. ....	.07	.06	400 Euonymus europaeus, 1-yr., S., 6 to 9 ins. ....	.12	.10
500 Acer palmatum atropurpureum, 2-yr., grafts	1.75	1.50	2000 Euonymus radicans vegetus, 2-yr., T. ....	.35	.30
500 Acer palmatum atropurpureum, 1-yr. grafts	.90	..	3000 Exochorda grandiflora, 1-yr., T. ....	.10	.09
500 Acer palmatum atropurpureum, selected seedlings, 3-yr., T. ....	.75	..	1000 Fagus sylvatica, 1-yr., S. ....	.09 1/2	.08 1/2
6000 Acer platanoides, 1-yr., S., 6 to 9 ins. ....	.07	.06	300 Fagus sylvatica riversi, 2-yr., grafts	1.75	1.50
6000 Acer platanoides, 2-yr., T. ....	.15	.14	1000 Forsythia fortunei, 2-yr., T., 6 to 9 ins. ....	.10	.07 1/2
5000 Acer pseudoplatanus, 2-yr., T. ....	.15	.14	1000 Forsythia intermedia, 2-yr., T., 6 to 9 ins. ....	.10	.07 1/2
10,000 Althaea, 1-yr., S., 18 to 24 ins. ....	.05 1/2	.04 1/2	2300 Forsythia Lynwood Gold, 2-yr., T. ....	.18	.15
800 Ampelopsis quinquefolia, 2-yr., T., 6 to 9 ins. ....	.12	.10	300 Forsythia spectabilis, 2-yr., T., 6 to 9 ins. ....	.10	..
500 Aralia pentaphylla, T. ....	.12	..	1000 Forsythia Spring Glory, 1-yr., T. ....	.18	.15
5000 Aronia arbutifolia, 1-yr., S. ....	.08	.07	650 Forsythia suspensa, 2-yr., T., 6 to 9 ins. ....	.15	..
500 Azalea arnoldiana, 2-yr., T. ....	.35	..	3000 Ginkgo biloba, 1-yr., S., 4 to 6 ins. ....	.07 1/2	.07
500 Azalea Fedora, 2-yr., T. ....	.40	..	500 Gleitsia triacanthos, 3-yr., TT. ....	.25	.20
500 Azalea Hinodegiri, 2-yr., T. ....	.35	..	1600 Hamamelis virginiana, 1-yr., T. ....	.10	.09
600 Azalea Hinodegiri, 3-yr., T., 6 to 9 ins. ....	.65	.60	600 Hydrangea A.G., 2-yr., T., 6 to 9 ins. ....	.18	.15
500 Azalea Hino-Crimson, 2-yr., T. ....	.35	..	1000 Hydrangea P.G., 2-yr., T. ....	.30	.25
500 Azalea mollis, yellow, 3-yr., T. ....	.50	.45	4000 Ilex convexa compacta, 2 1/4-in. pots	.18	.15
500 red, 3-yr., T. ....	.50	.45	500 Ilex crenata, 2-yr., T. ....	.25	..
300 Azalea vaseyi, 2-yr., T. ....	.35	..	2000 Ilex crenata microphylla, 2 1/4-in. pots	.15	.12 1/2
1800 Benzoin aestivale, 1-yr., S., 6 to 9 ins. ....	.10	.09	500 Ilex glabra, 2-yr., T. ....	.25	..
10,000 Berberis thunbergi, 1-yr., S., 6 to 9 ins. ....	.05	.03	1000 Ilex latifolia, 2-yr., T. ....	.25	..
10,000 Berberis thunbergi, 2-yr., T. ....	.08 1/2	.07 1/2	3600 Ilex opaca, 1-yr., T. ....	.15	.12 1/2
5000 Berberis thunbergi, atropurpurea, 2-yr., S., 6 to 9 ins. ....	.07	.05	500 Ilex opaca, 2-yr., T. ....	.35	..
5000 2-yr., S., 9 to 12 ins. ....	.08	.06	2000 Ilex opaca (female), TT., 4 to 6 ins. ....	.35	..
3000 2-yr., T., 9 to 12 ins. ....	.10	.08 1/2	1000 Ilex opaca (female), TT., 6 to 9 ins. ....	.45	..
10,000 Berberis thunbergi (special permit required), 1-yr., S., 6 to 9 ins. ....	.05	.03	1000 Ilex rotundifolia, 2-yr., T. ....	.25	..
1000 Buxus Newport Blue, 3-yr., TT. ....	.40	.35	9000 Ilex verticillata, 1-yr., S. ....	.07 1/2	.06
2000 Callicarpa japonica, 1-yr., S. ....	.06	.05	250 Juniperus excelsa stricta, 2-yr., T. ....	.35	..
5000 Calycanthus floridus, 1-yr., S. ....	.12 1/2	.10	1500 Juniperus glauca hetzi, 2-yr., T., 6 to 9 ins. ....	.40	.35
200 Caragana arborescens, 2-yr., S., 6 to 9 ins. ....	.10	.08	420 Juniperus hibernica, 2-yr., T., 10 to 16 ins. ....	.28	..
100 Cedrus atlantica glauca, 1-yr., grafts	1.50	..	1500 Juniperus pfitzeriana glauca, 2-yr., T. ....	.40	.35
1500 Celastrus orbiculata, 1-yr., S. ....	.10	.09	200 Juniperus sabina, 2-yr., T., 6 to 9 ins. ....	.35	..
5000 Celastrus scandens, 1-yr., S. ....	.10	.09	1450 Koeleruteria paniculata, 1-yr., S. ....	.07 1/2	.07
1000 Cercidiphyllum japonicum, 1-yr., S. ....	.07	.06	3000 Leucothoe catesbaei, 2 1/4-in. pots	.20	.18
171 Chamaecyparis filifera, 2-yr., T., 8 to 12 ins. ....	.30	..	500 Leucothoe catesbaei, TT., 2 to 4 ins. ....	.30	..
2000 Chamaecyparis plumosa, 2-yr., T. ....	.30	.25	400 Leucothoe catesbaei, TT., 4 to 6 ins. ....	.40	..
275 Chamaecyparis plumosa argentea, 2-yr., T., 6 to 10 ins. ....	.30	.25	3500 Ligustrum Vicary, 2-yr., T., 6 to 9 ins. ....	.12	.10
3000 Chamaecyparis plumosa aurea, 2-yr., T. ....	.30	.25	1000 Liquidambar styraciflua, 1-yr., S. ....	.12	.10
1000 Chamaecyp. plumosa Gold Dust, 2-yr., T. ....	.30	.25	1100 Liquidambar styraciflua, 3-yr., TT. ....	.35	.30
4000 Chionanthus virginicus, 1-yr., S. ....	.20	.18	500 Lonicera korolkowi, 2-yr., T., 6 to 9 ins. ....	.12	.10
6000 Chionanthus virginicus, 1-yr., S. ....	.15	.12 1/2	1450 Mahonia aquifolium, 2-yr., T., 6 to 9 ins. ....	.25	..
3000 Clethra alnifolia rosea, 2 1/4-in. pots	.25	.22 1/2	300 Malus aleyi, whips, 3 to 4 ft. ....	.75	..
4000 Clematis paniculata, 1-yr., T. ....	.25	.22 1/2	300 Malus Red Silver, whips, 3 to 4 ft. ....	.75	..
10,000 Cornus florida, 1-yr., S. ....	.06	.05	300 Malus Van Eseltine, whips, 3 to 4 ft. ....	.75	..
1000 Cornus florida, 2 to 3 ft., 2-yr. whips	.75	..	1000 Pachysandra Silver Edge, 1-yr. ....	.18	.15
1000 Cornus florida, 2-yr. whips, 3 to 4 ft. ....	1.00	..	2300 Pachysandra Silver Edge, 2 1/2-in. pots	.18	.15
10,000 Cornus florida, selected understocks	.08 1/2	.07 1/2	500 Philadelphia Albatre, 2-yr., T., 6 to 9 ins. ....	.15	..
1000 Cornus florida rubra, 1-yr., grafts	.80	.75	300 Philadelphia Argentine, 2-yr., T., 6 to 9 ins. ....	.15	..
1000 Cornus florida rubra, 3-yr., grafts, 18 to 24 ins. ....	2.00	1.75	4000 Phil. coronarius aureus, 2-yr., T., 6 to 9 ins. ....	.25	.20
200 Cotoneaster dielsiana, 1-yr., S., 6 to 9 ins. ....	.15	..	1000 Physocarpus monogynus, 2-yr., T., 6 to 9 ins. ....	.12	.10
1000 Cotoneaster divaricata, 1-yr., S. ....	.09	..	1800 Picea canadensis, 2-yr., S., 2 to 3 ins. ....	.06	.05
1500 Cotoneaster praecox, 2-yr., T., 8 to 12 ins. ....	.50	.45	1400 Picea canadensis, 3-yr., T., 4 to 8 ins. ....	.10	.09
100 Cryptomeria japonica lobbi compacta, 1-yr., grafts	.75	..	9000 Picea excelsa, 2-yr., S., 2 to 5 ins. ....	.04	.03
8000 Cydonia japonica, 2-yr., T., 12 to 18 ins. ....	.10	.09 1/2	3500 3-yr., T., 3 to 7 ins. ....	.09	.08
800 Cytisus battandieri, 1-yr., T. ....	.50	..	5000 4-yr., T., 7 to 15 ins. ....	.12	.11
300 Deutzia gracilis, TT., 9 to 12 ins. ....	.30	..	7000 3-yr., S., 3 to 6 ins. ....	.05	.04
300 Deutzia gracilis rosea, TT., 12 to 15 ins. ....	.35	..	10,000 Picea pungens, 2-yr., S., 2 to 4 ins. ....	.06	.05
700 Deutzia lemoinei, 2-yr., T., 6 to 9 ins. ....	.12	.10	3200 Picea pungens, 3-yr., T., 3 to 6 ins. ....	.15	.12
150 Deutzia Pride of Rochester, 2-yr., T., 6 to 9 ins. ....	.10	..	1000 Picea pungens moerheimi, 1-yr., bedded grafts	1.25	..
2000 Elaeagnus angustifolia, 1-yr., S., 6 to 9 ins. ....	.10	.09	7000 Pieris japonica, 2-yr., T. ....	.30	.25
100 Enkianthus campanulata, TT., 4 to 6 ins. ....	.30	..	1000 3-yr., T. ....	.50	.45
100 TT., 6 to 9 ins. ....	.35	..	2000 Pinus mughus, true dwarf type, 2-yr., S., 1 1/2 to 3 ins. ....	.07	.06 1/2
500 TT., 9 to 12 ins. ....	.45	..	800 Pinus nigra, 3-yr., S., 6 to 10 ins. ....	.07	.06
300 TT., 12 to 15 ins. ....	.70	..	1400 Pinus nigra (austriaca), 2-yr., S., 2 to 4 ins. ....	.06	.05
			1500 Pinus strobus, 3-yr., S., 5 to 10 ins. ....	.05	.04
			4000 3-yr., T., 3 to 5 ins. ....	.10	.09
			2000 4-yr., T., 8 to 14 ins. ....	.15	.12

Please  
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terms.

E.

# R SPRING, 1958

Each 1000 rate \$0.14		Each 100 rate	Each 1000 rate
8000	<i>Pinus thunbergi</i> , 2-yr., S., 3 to 6 ins.	\$0.07	\$0.06
200	<i>Prunus Amanogawa</i> , 1-yr., whips, 2 to 3 ft.	.75	..
1000	<i>Prunus Kwanzan</i> , 1-yr., whips, 2 to 3 ft.	.75	..
3000	<i>Prunus tomentosa</i> , 1-yr., ..	.15	.12 1/2
15,000	<i>Pseudotsuga douglasii</i> , 2-yr., S., 3 to 6 ins.	.07	.06 1/2
9000	3-yr., T., 4 to 7 ins.	.11	.10
3400	4-yr., T., 8 to 14 ins.	.16	.14
5000	<i>Quercus palustris</i> , 1-yr., S.	.07 1/2	.07
1300	<i>Rhamnus cathartica</i> , 2-yr., T.	.10	.09
4800	<i>Ribes alpinum</i> , 2-yr., T., 6 to 9 ins.	.15	.12
6000	<i>Rosa rugosa</i> , 1-yr., S.	.05 1/2	.04 1/2
2000	<i>Sorbus aucuparia</i> , 1-yr., S.	.07	.06
2000	2-yr., T.	.20	.18
1000	whips, 3 to 4 ft.	.50	..
400	<i>Spiraea froebeli</i> , 2-yr., T., 6 to 9 ins.	.12	.10
2000	<i>Stephanandra incisa crispata</i> , 2 1/4-in. pots	.28	.25
1000	<i>Symphoricarpos chenaultii</i> , 2-yr., T., 6 to 9 ins.	.10	.07 1/2
5000	<i>Syringa vulgaris</i> , 1-yr., S.	.09	.08
4000	<i>Taxus cuspidata</i> , 2-yr., T.	.30	.27 1/2
1000	<i>Taxus cuspidata</i> , Barnes strain, 2-yr., T., 5 to 10 ins.	.35	.30
5000	<i>Taxus cuspidata capitata</i> , 2-yr., S.	.12	.10
5000	2-yr., T.	.30	.25
5000	3-yr., T.	.40	.37 1/2
2000	4-yr., T., 6 to 10 ins.	.50	.45
2800	<i>Taxus cuspidata brownii</i> , 2-yr., T., 5 to 7 ins.	.30	.27 1/2
2000	<i>Taxus cuspidata columnaris</i> , 2-yr., T., 5 to 9 ins.	.35	.30
390	<i>Taxus cuspidata nana</i> , 2-yr., T., 4 to 7 ins.	.35	.30
2000	<i>Taxus cuspidata nana</i> , 3-yr., T.	.45	.40
1000	<i>Taxus cuspidata thayerae</i> (small), 2-yr., T.	.25	.20
3000	<i>Taxus cuspidata thayerae</i> , 3-yr., T.	.45	.40
2000	<i>Taxus densiformis</i> , 2-yr., T. (small)	.30	..
2000	<i>Taxus fastigiata</i> , 2-yr., T., 5 to 9 ins.	.30	.27 1/2
2000	<i>Taxus henryi</i> (small), 2-yr., T.	.25	.20
2800	<i>Taxus intermedia</i> , upright, 2-yr., T., 5 to 10 ins.	.35	.30
3000	<i>Taxus media Halloran</i> , 2-yr., T.	.30	.27 1/2
500	<i>Taxus media Halloran</i> , 4-yr., T.	.50	..
5000	<i>Taxus media hatfieldii</i> , 2-yr., T. (small)	.25	.20
3850	<i>Taxus media hatfieldii</i> , 2-yr., T., 5 to 9 ins.	.30	.27 1/2
5000	<i>Taxus media hatfieldii</i> , 3-yr., T.	.45	.40
5000	<i>Taxus media hicksii</i> , 2-yr., T. (small)	.25	.20
1000	<i>Taxus microphylla</i> , 3-yr., T.	.45	.40
1000	<i>Taxus Moon's columnaris</i> (small), 2-yr., T.	.25	.20
145	<i>Taxus Moon's columnaris</i> , 2-yr., T., 5 to 8 ins.	.35	.30
145	<i>Taxus welleriana</i> , 2-yr., T., 5 to 9 ins.	.30	..
1200	<i>Thuja occidentalis</i> , 3-yr., T., 4 to 9 ins.	.18	.15
1250	<i>Thuja occidentalis Booth Globe</i> , 2-yr., T., 6 to 12 ins.	.30	.25
860	<i>Thuja occidentalis compacta</i> , 2-yr., T., 6 to 12 ins.	.30	.25
400	<i>Thuja occidentalis elegantissima</i> , 2-yr., T., 8 to 12 ins.	.30	.25
2400	<i>Thuja occidentalis globosa</i> , 2-yr., T., 6 to 9 ins.	.30	.25
1100	<i>Thuja occidentalis pyramidalis</i> , 2-yr., T.	.30	.25
200	<i>Thuja occidentalis spiralis</i> , 2-yr., T., 8 to 14 ins.	.30	..
275	<i>Thuja occidentalis wareana plicata</i> , 2-yr., T., 6 to 10 ins.	.30	.25

	Each 100 rate	Each 1000 rate
1400 <i>Thuja occidentalis woodwardii</i> , TT., 6 to 9 ins.	\$0.40	\$0.35
270 <i>Thuja occidentalis woodwardii</i> , 2-yr., T., 6 to 10 ins.	.30	.25
9000 <i>Tilia cordata</i> , 1-yr., S.	.18	.15
1600 <i>Tilia tomentosa</i> , 1-yr., S.	.20	..
8000 <i>Tsuga canadensis</i> , 2-yr., S., 3 to 4 ins.	.10	.09
4000 4-yr., T., 6 to 12 ins.	.35	.30
2000 3-yr., T.	.25	.20
5000 <i>Tsuga caroliniana</i> , 2-yr., T.	.30	.25
8000 <i>Viburnum americanum</i> , 1-yr., S.	.12	.10
2000 <i>Viburnum carlesii</i> , 2-yr., S., 4 to 6 ins.	.15	.12 1/2
2000 2-yr., S., 6 to 8 ins.	.20	.17 1/2
1000 2-yr., T., S.	.30	.25
600 3-yr., T., S., 15 to 18 ins.	.75	.60
5000 <i>Viburnum dentatum</i> , 1-yr., S.	.09	.08
6000 <i>Viburnum dilatatum</i> , 1-yr., S.	.09	.08
<i>Viburnum molle</i> , 2-yr., S.	.10	.09
4000 <i>Viburnum opulus</i> , 1-yr., S.	.10	.09
500 <i>Viburnum opulus sterile</i> , 2-yr., T., 4 to 6 ins.	.12	.10
8000 <i>Viburnum setigerum</i> , 1-yr., S.	.18	.15
1000 <i>Viburnum sieboldii</i> , 1-yr., S.	.25	..
1200 <i>Viburnum tomentosum</i> , 2-yr., T., 6 to 9 ins.	.15	..
300 <i>Viburnum tomentosum plicatum</i> , 2-yr., T., 6 to 9 ins.	.25	..
1000 <i>Viburnum wrightii</i> , 1-yr., S.	.10	..
1000 2-yr., T.	.18	..
500 2-yr., grafts	.75	.60
2000 <i>Weigela Bristol Ruby</i> , 1-yr., C.	.25	.22 1/2
1200 <i>Weigela Eva Rathke</i> , 2-yr., T., 6 to 9 ins.	.15	.12
300 <i>Weigela hendersonii</i> , 2-yr., T., 6 to 9 ins.	.15	..
1000 <i>Weigela vaniceki</i> , 2-yr., T., 12 to 18 ins.	.15	..
1000 <i>Weigela vaniceki</i> , 1-yr., T., 18 to 24 ins.	.25	..
750 <i>Wistaria sinensis</i> , 1-yr., S.	.05 1/2	.04 1/2
9000 <i>Zelkova serrata</i> , 2-yr., T.	.20	.18

## POT GRAFTS

Pot grafts for shipment after May 1, 1958.

	Each 100 rate
1000 <i>Acer palmatum atropurpureum</i>	\$0.65
100 <i>Cedrus atlantica glauca</i>	.60
500 <i>Cornus florida alba plena</i>	.50
5000 <i>Cornus florida rubra</i>	.50
2000 <i>Cornus florida Prosser</i> , new red	.65
1000 <i>Juniperus chinensis sargentii</i>	.60
1000 <i>Juniperus chinensis keteleeri</i>	.50
1000 <i>Juniperus Hill's pyramidalis</i>	.50
1000 <i>Picea moerheimii</i>	1.00
1000 <i>Rhododendron hybrids</i> , cuttings, 3-in. pots	.90
1000 <i>Thuja occidentalis pyramidalis</i>	.45
1000 <i>Thuja orientalis aurea nana</i>	.45
1000 <i>Viburnum carlesii</i>	.45
500 <i>Viburnum chenaultii</i>	.45
500 <i>Viburnum juddii</i>	.50

Please note—This list of lining-out stock is accurate as of Dec. 15, 1957. In many items the quantities are small and will be picked up quickly. Please send orders in soon to avoid disappointment. Thirty of a variety takes the hundred rate, excepting 1-yr. deciduous seedlings, which are bunched in lots of 25. There will be an additional charge for less than thirty of a variety. This list cancels all previous lining-out lists. Usual terms. We are wholesale only.

## E. D. ROBINSON SALES AGENCY, WALLINGFORD, CONN.

"A friendly, efficient service"



## GRAFTED STOCK FOR SPRING, 1958, DELIVERY

Grafts are normally ready for shipment after April 15. Since there is a possibility of damage by late spring frost, kindly give a shipping date when you feel it is safe to plant without frost injury.

	Per 10	Per 100
<i>Acer palmatum atropurpureum</i> .....	\$7.50	\$65.00
<i>Acer palmatum dissectum atropurpureum</i> .....	7.50	65.00
<i>Acer rubrum columnare</i> .....	7.50	65.00
<i>Acer saccharum monumentale</i> .....	7.50	65.00
<i>Cedrus atlantica glauca</i> .....	7.50	65.00
<i>Cornus florida alba plena</i> .....	6.50	55.00
<i>Cornus florida rubra</i> .....	6.50	55.00
<i>Cornus florida rubra Prosser</i> .....	7.50	65.00
<i>Cornus kousa chinensis</i> .....	6.50	55.00
<i>Fagus sylvatica riversi</i> .....	6.50	55.00
<i>Ilex opaca femina</i> .....	7.50	65.00
Arden	Judge Brown	
Boyce Thompson No. 3	Lake City	
Cheerful	Mae	
Christmas Tide	Manig	
Delia Bradley	Miss Helen	
Farage	Osa	
Hookstraw (Old Heavy Berry)	Richards	
Joyce		
<i>Ilex opaca mascula</i> .....	7.50	65.00
<i>Ilex opaca mascula Judge Brown No. 9</i> .....	7.50	65.00
<i>Juniperus chinensis columnaris glauca</i> .....	6.50	55.00
<i>Juniperus chinensis columnaris viridis</i> .....	6.50	55.00
<i>Juniperus chinensis keteleeri</i> .....	6.50	55.00
<i>Juniperus chinensis neaborensis</i> .....	6.50	55.00
<i>Juniperus chinensis sargentii</i> .....	6.50	55.00
<i>Juniperus chinensis sargentii glauca</i> .....	6.50	55.00
<i>Juniperus sabina vonehron</i> .....	6.50	55.00
<i>Juniperus squamata meyeri</i> .....	6.50	55.00
<i>Juniperus virginiana burki</i> .....	6.50	55.00
<i>Juniperus virginiana canaerti</i> .....	6.50	55.00
<i>Juniperus virginiana elegantissima</i> .....	6.50	55.00
<i>Juniperus virginiana glauca</i> .....	6.50	55.00
<i>Juniperus virginiana globosa</i> .....	6.50	55.00
<i>Juniperus virginiana kosteriana</i> .....	6.50	55.00
<i>Juniperus virginiana schottii</i> .....	6.50	55.00
<i>Juniperus virginiana pyramidaformis hillii</i> .....	6.50	55.00
<i>Magnolia rustica rubra</i> .....	7.50	65.00
<i>Magnolia soulangeana</i> .....	7.50	65.00
<i>Magnolia soulangeana nigra</i> .....	7.50	65.00
<i>Magnolia stellata</i> .....	7.50	65.00
<i>Magnolia stellata rubra</i> .....	7.50	65.00
<i>Magnolia stellata Water Lily</i> .....	7.50	65.00
* <i>Pinus cembra</i> .....	7.00	60.00
<i>Thuja occidentalis douglasii spiralis</i> .....	5.50	45.00
<i>Thuja occidentalis elegantissima</i> .....	5.50	45.00
<i>Thuja occidentalis lutea Mary Corey</i> .....	5.50	45.00
<i>Thuja occidentalis lutea Geo. Peabody</i> .....	5.50	45.00
<i>Thuja occidentalis nigra</i> .....	5.50	45.00
<i>Thuja occidentalis pyramidalis</i> .....	5.50	45.00
<i>Thuja occidentalis rosenthalii</i> .....	5.50	45.00
<i>Thuja occidentalis wareana (sibirica)</i> .....	5.50	45.00
<i>Thuja orientalis aurea nana</i> .....	5.50	45.00
<i>Thuja orientalis conspicua</i> .....	5.50	45.00
<i>Thuja orientalis elegantissima</i> .....	5.50	45.00
<i>Tsuga canadensis pendula</i> .....	6.50	55.00

\*Five needle pines cannot be shipped in the following states: Arizona, California, Colorado, Georgia, Kentucky, New Mexico, Nevada, South Carolina and Tennessee.

### TERMS

Prices in this list are net cash F.O.B. Mountain View, N. J., but the usual terms will be extended those of established credit. No goods sent C.O.D. unless 25% of amount is sent with order. 5 of one kind will be billed at the 10 rate, 25 at the 100 rate, 250 at the 1000 rate. Due to handling costs orders for less than \$10.00 cannot be accepted. From those not acquainted with our stock a trial order will be appreciated. Packing extra at cost.

## HESS' NURSERIES

Box 788

Mountain View, N. J.

—five round-table discussions, with Owen Schmidt general moderator:

"Container-Grown Stock," with Frank Turner, Berryhill Nursery Co., Springfield, O., discussion leader.

"Office Management and Efficiency in Office Procedure," with Marie M. Enberg, Rosedale Nurseries, Inc., Hawthorne, N. Y., discussion leader.

"Packaging of Plant Material," with Dr. L. L. Baumgartner, Baumlanda Horticultural Research, Croton Falls, N. Y., and Joel Barnes, Barnes Bros. Nursery Co., Yalesville, Conn., discussion leaders.

"What the Nurserymen Expect from a Horticultural School Graduate," with Homer Dodge, Framingham, Mass., discussion leader.

"What's on Your Mind?"—discussion of miscellaneous subjects, with Edwin Costich, Hicks Nurseries, Westbury, L. I., N. Y., discussion leader.

4:00 p. m.—Summary of discussions presented by group leaders to meeting at large.

8:00 p. m.—"Plant Forum" (new and unusual uses of plant materials)—panel discussion with Carl Wedell, dean, Long Island Agricultural and Technical Institute, Farmingdale, N. Y., moderator, and Dan Kiley, landscape architect, Charlotte, Vt.; Wellington Kennedy—landscape nurseryman, Greenwich, Conn.; John Cornman, Cornell University, and Case Hoogendoorn, nurseryman, Newport, R. I., panel members.

### JANUARY 8

8:00 a. m.—Coffee and doughnuts, exhibit area.

9:00 a. m.—Registration.

9:00 a. m.—Business meeting, region I, A. A. N., election of officers.

10:00 a. m.—Address by Howard P. Quadland, director of public information, A. A. N.

10:15 a. m.—Address by Ellis E. Meredith, administrative assistant, A. A. N.

10:30 a. m.—Business meeting, National Landscape Nurserymen's Association, John M. Eisler, executive committeeman, region I, N. L. N. A., presiding.

10:45 a. m.—"Plant Materials Adaptable for Landscape Use," by Prof. Robert P. Meahl, head of the department of ornamental horticulture, Pennsylvania State University, University Park.

11:30 a. m.—"Growth Regulation and Antibiotics," by Dr. Paul C. Marth, United States Department of Agriculture, Beltsville, Md.

12:00 noon—Refreshments, exhibit area.

12:30 p. m.—Lunch, grand ballroom, Willard M. Bond, presiding; presentation of 1958 A. A. N. industrial landscaping awards.

2:15 p. m.—"The Voice of the Trees," illustrated, by Rev. Herman Bienenberg, Oil City, Pa.

3:15 p. m.—"Landscaping for Profit as Seen by an Employee"—panel discussion, with Stanley McIntosh, Turner Nursery, West Long Branch, N. J., moderator, and Russell Bettes, Howe Nurseries, Pennington, N. J.; Jack Harakal, Rosedale Nurseries, Inc., Hawthorne, N. Y., and Dudley Clayton, Dalsimer, Inc., Cedarhurst, L. I., N. Y., panel members.

### PLAN VIRGINIA COURSE

A short course for nurserymen of the Northern Virginia area will be held January 7 and 8, by the Vir-

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**On the left—**

This picture illustrates our strong well-established potted liners of *Biota Berckmans aurea nana* in 2 1/2-in. pots and *Juniperus pfitzeriana* in 2 1/4 and 2 1/2-in. pots.

**On the right—**

This picture illustrates our modern method of mixing potting compost, which is thoroughly sterilized and treated to destroy weed seeds and insects.



**On the left—**

This block of young *Greek Junipers* growing on our nursery presents an example of the excellent stand of plants with good conformation which you can obtain by planting our potted liners.

**Note our classified ad offering  
lining-out stock in this issue.**

To all nurserymen who are attending the 42nd annual convention of the Illinois Nurserymen's Association:

We cordially invite you to visit and see our display in booth spaces 1 and 2 in the Chicago Room at the Hotel La Salle, January 13, 14 and 15, 1958.

*Represented by Herman and Hazel Owen*

**T. G. OWEN & SON, INC.**

**Wholesale Nurserymen**

**P. O. Box 946**

**Telephone: Fairfax 8-3123**

**Columbus, Miss.**

**20 MILLION TREES A YEAR!**

**MUSSER TREES GROW BEST—**  
*because*—GOOD HEREDITY and CAREFUL SELECTION of SEED—SCIENTIFIC CULTURE IN THE NURSERY assure HEAVY ROOTS and STURDY TOPS. Our TREMENDOUS VOLUME enables us to offer MORE FOR YOUR MONEY.

Bundle of 15 Musser seedlings, at right, compared with bundle of 15 ordinary seedlings.

*As much difference in seed as in common and purebred cattle.*

### SEEDLINGS AND TRANSPLANTS AT LOW, QUANTITY PRICE

	Per 100	Per 1000		Per 100	Per 1000
<b>● SPECIAL STRAIN SCOTCH PINE</b>					
Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed specimens, with rich color.					
2-yr., S., 4 to 8 ins.	\$ 7.00	\$ 35.00			
4-yr., T., 8 to 14 ins.	25.00	125.00			
<b>● MUGHO PINE</b>					
3-yr., S., 3 to 5 ins.	8.00	40.00			
5-yr., T., 6 to 12 ins.	25.00	.....			
<b>● AUSTRIAN PINE</b>					
3-yr., S., 8 to 14 ins.	10.00	50.00			
<b>● BLACK HILLS SPRUCE</b>					
3-yr., S., 4 to 8 ins.	7.00	35.00			
4-yr., S., 5 to 10 ins.	10.00	50.00			
4-yr., T., 6 to 10 ins.	17.00	85.00			
<b>● NORWAY SPRUCE—Fast-growing</b>					
Special strain of our own collection.					
2-yr., S., 5 to 10 ins.	7.00	35.00			
3-yr., S., 8 to 12 ins.	10.00	50.00			
4-yr., T. (2-2), 10 to 14 ins.	20.00	100.00			
Excellent understock.					
<b>● WHITE SPRUCE</b>					
3-yr., S., 8 to 12 ins.	9.00	45.00			
<b>● COLORADO BLUE SPRUCE</b>					
3-yr., S., 6 to 10 ins.	12.00	60.00			
5-yr., T., 8 to 12 ins.	35.00	175.00			
<b>● DOUGLAS FIR</b>					
2-yr., S., 5 to 10 ins.	7.00	35.00			
<b>● AMERICAN ARBORVITAE</b>					
3-yr., S., 6 to 8 ins.	8.00	40.00			
<b>● CANADIAN HEMLOCK</b>					
3-yr., S., 8 to 12 ins.	24.00	120.00			
<b>● RED BARBERRY</b>					
2-yr., S., 8 to 12 ins.	12.00	.....			
<b>● CONCOLOR FIR</b>					
2-yr., S., 3 to 6 ins.	9.00	45.00			
<b>● JAPANESE YEW</b>					
<i>Taxus cuspidata capitata—upright pyramidal</i>					
2-yr., S., 3 to 6 ins.	\$20.00	\$150.00			
4-yr., T., 6 to 10 ins.	40.00	.....			
<i>Taxus cuspidata—spreading</i>					
1-yr., T., 5 to 6 ins.	20.00	150.00			
2-yr., T., 8 to 12 ins.	40.00	350.00			
<i>Taxus hicksii—upright</i>					
1-yr., T., 5 to 6 ins.	25.00	175.00			
2-yr., T., 8 to 12 ins.	40.00	300.00			
<i>Taxus brownii</i>					
1-yr., T., 4 to 6 ins.	25.00	175.00			
2-yr., T., 6 to 8 ins.	40.00	350.00			
<i>Taxus cuspidata capitata—spreading</i>					
From side cuttings.					
2-yr., T., 6 to 8 ins.	30.00	250.00			
<i>Taxus cuspidata capitata—upright</i>					
From tip cuttings.					
1-yr., T., 6 to 8 ins.	25.00	.....			
<i>Taxus intermedia—spreading</i>					
1-yr., T., 4 to 6 ins.	25.00	175.00			
2-yr., T., 6 to 8 ins.	40.00	350.00			
<b>● JUNIPER HETZI GLAUCA</b>					
1-yr., T., 5 to 7 ins.	25.00	.....			
<b>● GLOBE ARBORVITAE</b>					
<i>Woodwardii</i>					
2-yr., T., 5 to 8 ins.	90.00	.....			
<i>Hayesii</i>					
1-yr., T., 4 to 6 ins.	30.00	250.00			
<b>● PYRAMIDAL ARBORVITAE—Compacta</b>					
1-yr., T., 5 to 7 ins.	30.00	.....			
<b>● JAPANESE HOLLY</b>					
<i>Ilex rotundifolia</i>					
1-yr., T., 5 to 6 ins.	20.00	175.00			
2-yr., T., 6 to 8 ins.	30.00	250.00			
<i>Ilex convexa</i>					
1-yr., T., 4 to 6 ins.	20.00	175.00			
<b>● WHITE DOGWOOD</b>					
Seedlings, 4 to 8 ins.	9.00	.....			

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Many Other Evergreen Items—Rhododendrons and Azaleas

—Our cold storage permits late shipments—

No charge for packing and boxing.

SEND FOR COMPLETE CATALOG and WHOLESALE PLANTING LIST — also famous CHRISTMAS TREE GROWERS' GUIDE.

**MUSSER FORESTS**

Box 16-A

INDIANA, PENNA.

ginia Polytechnic Institute, Blacksburg, it is announced by W. B. Higgs, president of the Northern Virginia Nurserymen's Association. Mr. Higgs reports that classrooms for the course are set up in the Fairfax county courthouse, Fairfax, Va., and that the program will be presented by faculty members of V. P. I.

### EVENTS FOR MARYLAND

C. M. Akehurst, secretary of the Maryland Nurserymen's Association, announces that the final program for the association's annual meeting, to be held at the Southern hotel, Baltimore, Md., January 8, has been arranged as follows:

9:00 a. m. — Registration.

9:30 a. m. — Call to order, secretary's and treasurer's reports.

10:00 a. m. — President's address, by C. W. Price, Towson Nurseries, Inc., Cockeysville.

10:20 a. m. — "Dutch Elm Disease: Its Diagnosis and Control," by John B. Wilson, department of plant pathology, University of Maryland, College Park.

10:40 a. m. — "New Regulatory and Quarantine Actions of Interest to Nurserymen," by Dr. George S. Langford, Maryland state entomologist, College Park.

11:00 a. m. — "The Objectives and Work of the Governor's Committee — Keep Maryland Beautiful," by John Clark, Belair, chairman; "Trees and Shrubs for Community, Roadside and Public Area Beautifications"—discussion, by J. H. Burton, Hyattsville, and Henry Hohman, Kingsville.

12:15 p. m. — Lunch, presentation of professional achievement award, with Ray Gustin, Rockville, toastmaster.

2:00 p. m. — "Roses for the Home Garden," by George M. Hart, garden consultant, Conard-Pyle Co., West Grove, Pa.

3:00 p. m. — "Relations Between the American Association of Nurserymen and the Maryland Nurserymen's Association"—discussion, by A. S. Gresham, Jr., Richmond, A. A. N. region II director, and Alfred Burton, Hyattsville.

3:20 p. m. — "Legislative Problems of Interest to Nurserymen," by Gilbert Gude, Rockville.

3:35 p. m. — Final business session, with election of officers.

### RALEIGH SHORT COURSE

The North Carolina Association of Nurserymen will be host for an informal buffet dinner at the College Union building, North Carolina State College, Raleigh, at 6 p. m. Sunday, January 5, the opening day of the association's short course. The trade fair will open at the same time in the College Union ballroom. Later sessions of the course, which will continue through January 7, are scheduled as follows:

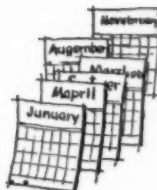
#### JANUARY 6

9:00 a. m. — Opening session, College Union theater; welcome address, by Dr. D. W. Colvard, dean of the school of agriculture, North Carolina State Col-



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can  
change  
the calendar.



add 5 months to your Sales year

## with **BIRD** **PERENNIAL POTS**

Ever wish there were more hours in the day — more days in the month — more months in the year? Well, you don't need magic to get your wish — for now Bird Perennial Pots enable you to lengthen your selling season from 3 to 5 months. You're able to display luxurious plants at the very peak of their bloom — when they sell most readily.

Why *Bird* Perennial Pots? Because they're rugged — yet lightweight. They're long-lasting — yet inexpensive. They reach you completely assembled — with a solid stapled bottom. Hard coating inside and out adds to their durability. Openings in bottom allow proper drainage.

Bird Perennial Pots are ideal for all kinds of perennials, bulbs, shrubs. Order a supply now — from your distributor. Or send coupon for complete information about this and other Bird containers.

Prices

Heights	Top Diameter	Bottom Diameter	List Price Per Thousand
5"	8"	7"	\$65.00
5 1/2"	5"	4"	\$47.50
6 1/2"	6"	4 1/2"	\$58.50
9 1/2"	7"	5 1/2"	\$69.00

See Your Distributor For Delivered Prices

*Profits grow like magic in Bird containers*

Makers of Quality Products since 1795  
Linoleum, Vinyl Floor Coverings, Vinyl Wall &  
Counter Coverings; Asphalt Roofing, Insulated  
Sidings; Fibre & Paper Boxes; Railroad Tie Pads;  
Horticultural Products



Bird Peat Pots for free root penetration. Bird Vita-Bands, the nutrient-treated plant bands. Bird Perennial Pots for longer selling season. Bird Vita-Green Pots for small plant retail sales. Bird Gro-Tainer Flats for volume sales.

Bird & Son, Inc., Dept. AN  
East Walpole, Massachusetts

Please send me free literature, including prices and growing instructions, on the following:  
(Check items on which you want information.)

- ☐ Peat Pots      ☐ Perennial Pots  
☐ Vita-Bands      ☐ Vita-Green Pots      ☐ Gro-Tainer

Name .....

Street & No. ....

City & State .....

# FOREST NURSERY CO.

## SPECIALS

### SPRING, 1958

All Stock Listed Nursery Grown

## HARDY DECIDUOUS FLOWERING SHRUBS

	Per 10	Per 100	Per 1000
<b>ALTHAEA, HIBISCUS SYRIACUS</b> (Shrub)			
Althaea)			
Varieties:			
Althaea Amplissimus, double, red			
Althaea Ardens, double, violet			
Althaea Jeanne d'Arc, double white			
Althaea Lady Stanley, semidouble, white, shade rose			
Althaea Pulcherrimus, semidouble, white, carmine center			
Althaea Rubis, single, red			
6 to 12 ins., C. ....	\$0.60	\$ 5.00	\$ 45.00
12 to 18 ins., 2-yr., S. ....	.80	7.50	70.00
12 to 18 ins., 2-yr., well-br. ....	1.75	15.00	125.00
18 to 24 ins., 2-yr., well-br. ....	2.00	17.50	150.00
2 to 3 ft., 2-yr., well-br. ....	2.25	20.00	175.00
3 to 4 ft., 2-yr., well-br. ....	2.75	25.00	....

	Per 10	Per 100	Per 1000
<b>BERBERIS THUNBERGI</b>			
(Green-leaved Barberry)			
6 to 12 ins., 2-yr., S. ....	\$0.75	\$ 5.00	\$ 45.00
12 to 18 ins., 2-yr., S. ....	1.25	7.50	60.00
18 to 24 ins., 2-yr., S. ....	1.50	10.00	85.00
(Less 20% in quantities of 5000 or more.)			

	Per 10	Per 100	Per 1000
<b>BERBERIS THUNBERGIATROPURPUREA</b>			
(Red-leaved Barberry)			
6 to 12 ins., 2-yr., S. ....	\$1.25	\$10.00	\$ 90.00
12 to 18 ins., 2-yr., S. ....	1.75	15.00	125.00
18 to 24 ins., 2-yr., S. ....	2.25	20.00	175.00
12 to 18 ins., T., well-br. ....	2.75	25.00	....
24 to 30 ins., well-br. ....	4.75	45.00	....
30 to 36 ins., well-br. ....	5.75	55.00	....
<b>CALYCANTHUS FLORIDUS</b> (Sweet Shrub)			
6 to 12 ins., S. ....	.40	2.50	20.00
12 to 18 ins., S. ....	.50	3.50	30.00
18 to 24 ins., S. ....	.60	4.50	40.00
2 to 3 ft., S. ....	.70	5.50	50.00

	Per 10	Per 100	Per 1000
<b>CORNUS STOLONIFERA</b>			
(Red Osier Dogwood)			
6 to 12 ins., S. ....	.30	1.50	12.50
12 to 18 ins., S. ....	.35	1.75	15.00
18 to 24 ins., S. ....	.40	2.25	20.00
12 to 18 ins., T., well-br. ....	1.50	12.50	100.00
18 to 24 ins., T., well-br. ....	1.75	15.00	125.00
2 to 3 ft., T., well-br. ....	2.25	20.00	150.00
3 to 4 ft., T., well-br. ....	2.50	22.50	175.00

	Per 10	Per 100	Per 1000
<b>CYDONIA JAPONICA RUBRA</b>			
(Chaenomeles lagenaria rubra)			
(Japanese Quince), true, upright red.			
6 to 12 ins., C. ....	1.75	10.00	90.00
12 to 18 ins., C. ....	2.25	15.00	125.00
12 to 18 ins., T., well-br. ....	2.75	20.00	175.00
18 to 24 ins., T., well-br. ....	4.00	35.00	300.00
2 to 3 ft., T., well-br. ....	5.00	45.00	400.00

	Per 10	Per 100	Per 1000
<b>DEUTZIA SCABRA</b>			
Varieties:			
Crenata, double, pink			
Fride of Rochester, double, white			
6 to 12 ins., C. ....	.40	2.50	20.00
12 to 18 ins., C. ....	.50	3.00	25.00
12 to 18 ins., well-br. ....	1.00	7.00	60.00
18 to 24 ins., well-br. ....	1.25	9.00	80.00
2 to 3 ft., well-br. ....	1.75	15.00	125.00
3 to 4 ft., well-br. ....	2.00	17.50	150.00

	Per 10	Per 100	Per 1000
<b>DESMODIUM</b> (Bicolor)			
Lespedeza)			
2-yr., medium, S. ....	\$0.60	\$ 3.00	\$ 25.00
2-yr., No. 1, S. ....	.75	3.50	30.00

	Per 10	Per 100	Per 1000
<b>FORSYTHIA SPECTABILIS</b>			
(Showy Border Forsythia)			
(Golden Bell)			
6 to 12 ins., C. ....	.60	3.50	30.00
12 to 18 ins., C. ....	.70	4.50	40.00
12 to 18 ins., well-br. ....	2.25	17.50	150.00
18 to 24 ins., well-br. ....	2.50	20.00	175.00
2 to 3 ft., well-br. ....	3.00	25.00	....
3 to 4 ft., well-br. ....	3.50	30.00	....

	Per 10	Per 100	Per 1000
<b>HYDRANGEA PANICULATA</b>			
<b>GRANDIFLORA</b>			
(Peegee Hydrangea)			
6 to 12 ins., C. ....	.80	6.00	50.00
12 to 18 ins., C. ....	1.00	9.00	80.00
12 to 18 ins., well-br. ....	1.75	15.00	125.00
18 to 24 ins., well-br. ....	2.25	20.00	150.00
2 to 3 ft., well-br. ....	2.75	25.00	200.00
3 to 4 ft., well-br. ....	3.25	30.00	....

	Per 10	Per 100	Per 1000
<b>HYDRANGEA QUERCIFOLIA</b>			
(Oak-leaved Hydrangea)			
12 to 15 ins., T., well-br. ....	2.25	20.00	175.00
15 to 18 ins., T., well-br. ....	2.75	25.00	200.00
18 to 24 ins., T., well-br. ....	3.25	30.00	250.00
2 to 3 ft., T., well-br. ....	4.25	40.00	350.00
3 to 4 ft., T., well-br. ....	5.50	50.00	....

	Per 10	Per 100	Per 1000
<b>LONICERA TATARICA RUBRA</b>			
(Pink-flowering Honeysuckle)			
6 to 12 ins., C. ....	.65	3.50	30.00
12 to 18 ins., C. ....	.75	4.00	35.00
18 to 24 ins., C. ....	.85	4.50	40.00
12 to 18 ins., well-br. ....	.90	6.50	60.00
18 to 24 ins., well-br. ....	1.25	10.00	90.00
2 to 3 ft., well-br. ....	1.75	15.00	125.00
3 to 4 ft., well-br. ....	2.50	20.00	....

	Per 10	Per 100	Per 1000
<b>LIGUSTRUM IBOLIUM</b>			
(Ibolum Privet),			
hardy California			
Field-grn., L.O., 1 cane	.40	3.00	25.00
6 to 12 ins., 2 br. ....	.50	4.00	35.00
12 to 18 ins., 2 br. ....	.60	4.50	40.00
18 to 24 ins., 2 br. ....	.70	5.50	50.00
12 to 18 ins.,			
3 br. and up ....	.80	6.50	60.00
18 to 24 ins.,			
3 br. and up ....	.90	8.00	75.00
2 to 3 ft., 4 br. and up, ....	1.25	12.50	100.00

	Per 10	Per 100	Per 1000
<b>LIGUSTRUM OVALIFOLIUM</b>			
(California Privet)			
Field-grn., L.O., 1 cane	.40	2.25	20.00
6 to 12 ins., 2 br. ....	.45	2.75	25.00
Grafting grade—			
3/16 to 1/4-in. cal. ....	.40	3.50	30.00
Grafting grade—			
1/4-in. cal. and up. ....	.50	4.00	35.00
12 to 18 ins., 2 br. ....	.60	4.50	40.00
18 to 24 ins., 2 br. ....	.70	5.50	50.00
12 to 18 ins.,			
3 br. and up ....	.70	5.50	50.00
18 to 24 ins.,			
3 br. and up ....	.80	6.50	60.00

	Per 10	Per 100	Per 1000
<b>PHILADELPHUS CORONARIUS</b>			
(Sweet Mock Orange)			

	Per 10	Per 100	Per 1000
<b>PHILADELPHUS GRANDIFLORA</b>			
(Big Scentless Mock Orange)			
6 to 12 ins., C. ....	\$0.60	\$ 4.00	\$ 40.00
12 to 18 ins., C. ....	.70	4.50	40.00
12 to 18 ins., well-br. ....	1.25	10.00	100.00
18 to 24 ins., well-br. ....	1.75	15.00	150.00
2 to 3 ft., well-br. ....	2.25	20.00	175.00
3 to 4 ft., well-br. ....	2.75	25.00	....

	Per 10	Per 100	Per 1000
<b>SPIRAEA ARGUTA</b>			
(Garland Spiraea)			
12 to 18 ins., L.O., div. ....	.75	4.50	40.00
18 to 24 ins., L.O., div. ....	1.00	6.50	60.00
12 to 18 ins., well-br. ....	2.25	20.00	....
18 to 24 ins., well-br. ....	2.75	25.00	....
2 to 3 ft., well-br. ....	3.25	30.00	....
3 to 4 ft., well-br. ....	3.50	....	....

	Per 10	Per 100	Per 1000
<b>SPIRAEA ANTHONY WATERER</b>			
6 to 12 ins., C. ....	1.50	10.00	....
6 to 12 ins.,			
3-yr., T., well-br. ....	3.00	25.00	....
12 to 15 ins.,			
3-yr., T., well-br. ....	4.00	35.00	....
15 to 18 ins.,			
3-yr., T., well-br. ....	5.00	45.00	....
18 to 24 ins.,			
3-yr., T., well-br. ....	6.00	55.00	....

	Per 10	Per 100	Per 1000
<b>SYRINGA PERSICA</b>			
(Persian Lilac), purple			
6 to 12 ins., C. ....	1.25	10.00	....
12 to 18 ins., C. ....	1.50	12.50	....
18 to 24 ins., C. ....	1.75	15.00	....
12 to 18 ins., well-br. ....	2.75	25.00	....
18 to 24 ins., well-br. ....	3.25	30.00	....
2 to 3 ft., well-br. ....	4.25	40.00	....
3 to 4 ft., well-br. ....	5.25	50.00	....

	Per 10	Per 100	Per 1000
<b>VIBURNUM TOMENTOSUM</b>			
(Double-File Viburnum)			
6 to 12 ins., C. ....	2.50	20.00	150.00
12 to 18 ins., C. ....	3.00	25.00	200.00
12 to 18 ins., well-br. ....	3.75	35.00	280.00
18 to 24 ins., well-br. ....	4.75	45.00	400.00
2 to 3 ft., well-br. ....	5.25	50.00	....

	Per 10	Per 100	Per 1000
<b>VITEX AGNUSCASTUS</b>			
(Lilac Chaste Tree)			

	Per 10	Per 100	Per 1000
<b>VITEX INCISA</b>			
(Cut-leaved Chaste Tree)			
6 to 12 ins., S. ....	.60	3.50	30.00
12 to 18 ins., S. ....	.65	4.00	35.00
18 to 24 ins., S. ....	.70	4.50	40.00
2 to 3 ft., S. ....	.75	5.00	45.00
3 to 4 ft., S. ....	.80	6.00	....

	Per 10	Per 100	Per 1000
<b>WEIGELA LUTEA, yellow</b>			
12 to 18 ins., well-br. ....	2.00	17.50	150.00
18 to 24 ins., well-br. ....	2.25	20.00	175.00
2 to 3 ft., well-br. ....	2.75	25.00	225.00
3 to 4 ft., well-br. ....	3.25	30.00	....

# ORNAMENTAL AND SHADE TREES

Per10 Per100 Per1000

PER DASYCARPUM (accharinum) (Silver Maple)			
6 to 12 ins. S.	\$0.30	\$ 1.50	\$ 10.00
12 to 18 ins. S.	.40	2.00	15.00
18 to 24 ins. S.	.50	2.50	20.00
2 to 3 ft. S.	.60	3.00	25.00
3 to 4 ft. S.	.70	3.50	30.00
4 to 5 ft. S.	.80	4.50	40.00
5 to 6 ft. T.			
well-br. tops	5.00	40.00	350.00
6 to 6 ft. T. well-br.			
tops, 1/2 to 3/4-in. cal.	7.50	60.00	550.00
6 to 8 ft. T. well-br.			
tops, 3/4 to 1-in. cal.	10.00	80.00	700.00
8 to 10 ft. T. well-br.			
tops, 1 1/4 to 1 1/2-in. cal.	15.00	125.00	
10 to 12 ft. T.			
well-br. tops, 1 1/2 to 1 3/4-in. cal.	17.50	150.00	

MELISSA JULIBRISIN (Mimosa Tree)			
6 to 12 ins. S.	.50	3.00	25.00
12 to 18 ins. S.	.60	4.00	35.00
18 to 24 ins. S.	.75	5.00	45.00
2 to 3 ft. S.	.90	6.50	60.00
3 to 4 ft. S.	2.50	20.00	150.00
4 to 5 ft. S.	3.50	30.00	200.00
5 to 6 ft. T.	4.00	35.00	300.00
6 to 8 ft. T.	5.00	45.00	400.00
8 to 10 ft. T.	6.00	55.00	500.00
10 to 12 ft. T.	8.50	75.00	
12 to 14 ft. T.	12.50	100.00	

PERUS CANADENSIS (American Redbud)			
6 to 12 ins. S.	.40	2.50	20.00
12 to 18 ins. S.	.50	3.00	25.00
18 to 24 ins. S.	.60	4.00	35.00
2 to 3 ft. S.	.75	6.50	60.00
3 to 4 ft. S.	.90	7.50	70.00
4 to 5 ft. T. br.	4.00	35.00	
5 to 6 ft. T. br.	5.50	50.00	
6 to 8 ft. T. br.	8.00	75.00	
8 to 10 ft. T. br.	12.50	100.00	

MORUS FLORIDA RUBRA (Pink Dogwood)			
6 to 12 ins. S.	8.00	75.00	
12 to 18 ins. S.	12.50	100.00	
18 to 24 ins. S.	15.00	125.00	
2 to 3 ft. well-br.			
3 to 4 ft. well-br.	22.00	200.00	
4 to 5 ft. well-br.	32.50	300.00	
5 to 6 ft. well-br.	55.00	500.00	
6 to 8 ft. well-br.	70.00	650.00	

FRAXINUS LANCEOLATA (Green Ash)			
6 to 12 ins. S.	.25	1.25	10.00
12 to 18 ins. S.	.30	1.75	15.00
18 to 24 ins. S.	.45	3.00	
2 to 3 ft. S.	.50	4.00	
3 to 4 ft. T. br.	.50	40.00	
4 to 5 ft. T. br.	.60	50.00	
5 to 6 ft. T. br.	.75	60.00	

VINES AND CREEPERS			
Per10 Per100 Per1000			
PELOPSIS QUINQUEFOLIA (Virginia Creeper)			
4 to 6 ins. 1-yr. S.	\$0.60	\$ 4.00	\$35.00
6 to 12 ins. 1-yr. S.	.70	5.00	45.00
12 to 18 ins. 2-yr. S.	1.25	10.00	90.00
18 to 24 ins. 2-yr. S.	1.50	12.50	

ARISTOLOCHIA TOMENTOSA (Dutchman's-Pipe Vine)			
2-yr. S. No. 1	.50	3.00	
2-yr. S. No. 2	.40	2.50	
2-yr. S. No. 3	.35	2.00	

OCULUS CAROLINUS (Carolina Moon Vine)			
6 to 12 ins. S.	.60	4.00	35.00
12 to 18 ins. S.	.70	5.00	45.00
18 to 24 ins. S.	.80	6.00	55.00

Per10 Per100 Per1000

GLEDTISIA TRIACANTHOS INERMIS (Thornless Honey Locust)			
6 to 12 ins. S.	\$0.30	\$ 1.50	\$ 12.50
12 to 18 ins. S.	.40	2.00	17.50
18 to 24 ins. S.	.50	3.00	25.00
2 to 3 ft. S.	.60	3.50	30.00
3 to 4 ft. S.	.70	5.00	45.00
4 to 5 ft. T.	.50	40.00	30.00
5 to 6 ft. T.	.75	70.00	50.00
6 to 8 ft. T.	1.00	90.00	75.00
8 to 10 ft. T.	1.25	120.00	100.00
10 to 12 ft. T.	1.75	150.00	140.00

KCELEUTERIA PANICULATA (Golden-Rain Tree)			
6 to 12 ins. S.	1.50	12.50	100.00
12 to 18 ins. S.	2.00	17.50	
18 to 24 ins. S.	2.50	22.50	

LIRIODENDRON TULIPIFERA (Poplar) (Tulip Tree)			
6 to 12 ins. S.	.50	3.50	30.00
12 to 18 ins. S.	.60	4.50	40.00
18 to 24 ins. S.	.70	5.50	50.00
2 to 3 ft. T.	7.50	50.00	
3 to 4 ft. T.	8.00	60.00	
4 to 5 ft. T.	16.00	75.00	
5 to 6 ft. T.	15.00	125.00	
6 to 8 ft. T.	17.50	150.00	
8 to 10 ft. T.	20.00		
10 to 12 ft. T.	20.00		

MELIA UMBRACULIFORMIS (True Texas Umbrella)			
6 to 12 ins. S.	.50	3.50	30.00
12 to 18 ins. S.	.60	4.00	35.00
18 to 24 ins. S.	.70	5.50	50.00
2 to 3 ft. T.	3.00	25.00	200.00
3 to 4 ft. T.	4.00	35.00	300.00
4 to 5 ft. T.	5.50	50.00	450.00
5 to 6 ft. T.	6.00	55.00	500.00
6 to 8 ft. T.	7.50		

MORUS ALBA TATARICA (Russian Mulberry)			
6 to 12 ins. S.	.30	1.50	10.00
12 to 18 ins. S.	.40	2.00	15.00
18 to 24 ins. S.	.50	2.50	20.00
2 to 3 ft. S.	.60	3.00	25.00

NYSSA SYLVATICA (Black Gum)			
6 to 12 ins. S.	.65	4.50	40.00
12 to 18 ins. S.	.75	6.50	60.00

PLATANUS OCCIDENTALIS (Sycamore) (American Plane Tree)			
4 to 5 ft. S. 3-yr.	1.00	7.00	65.00
4 to 5 ft. T. well-br.	6.00	50.00	
5 to 6 ft. T. well-br.	7.50	60.00	
6 to 8 ft. T. well-br.	10.00	75.00	
8 to 10 ft. T. well-br.	12.50	100.00	

LONICERA HECKROTTI (Gold-Flame Honeysuckle)			
No. 1, 2-yr. C.	\$4.00	\$35.00	\$300.00
No. 2, 2-yr. C.	3.50	30.00	250.00
No. 3, 2-yr. C.	3.00	25.00	200.00
WISTARIA FRUTESCENS WISTARIA SINENSE (Chinese Wistaria), blue			
WISTARIA SINENSE ALBA, white.			
4 to 6 ins. S. 1-yr.	.75	5.00	40.00
6 to 12 ins. S. 1-yr.	.90	7.50	60.00
12 to 18 ins. S. 1-yr.	1.10	10.00	85.00

BOSTON IVY			
Per10 Per100 Per1000			
6 to 12 ins. 1-yr. S.	\$0.50	\$2.00	\$15.00
12 to 18 ins. 1-yr. S.	.75	2.50	20.00

(Less 10% discount in lots of 5000 or more.)

Per10 Per100 Per1000

PRUNUS PERSICA (Flowering Peach)			
Double White, Double Red, Double Pink, Peppermint Stick, Redleaf (Combination fruiting and flowering Peach)			
30 to 36 ins. br.			
2-yr. June bud	\$3.25	\$27.50	
7/16 to 9/16-in. cal. 3 to 4 ft. 2-yr. June bud	3.50	30.00	
9/16 to 1 1/16-in. cal. 4 to 5 ft. 2-yr. June bud	4.50	40.00	
11/16-in. and up, 2-yr. June bud	5.50	50.00	
5/16 to 7/16-in. cal. dormant bud	3.50	30.00	
7/16 to 9/16-in. cal. dormant bud	4.00	35.00	
9/16 to 1 1/16-in. cal. dormant bud	5.00	45.00	
1 1/16-in. cal. dormant bud	7.00	65.00	

PRUNUS THUNDERCLOUD and NEWPORT PRUNUS PISSARDI (Purple-leaved Plum)			
30 to 36 ins. June bud	3.25	27.50	
7/16 to 9/16-in. cal. br. dormant bud	4.00	35.00	
9/16 to 1 1/16-in. cal. br. dormant bud	5.00	45.00	
1 1/16-in. cal. dormant bud	7.00	65.00	

QUERCUS COCCINEA (Scarlet Oak)			
6 to 12 ins. S.	1.00	7.00	\$ 60.00
12 to 18 ins. S.	1.25	8.50	75.00
18 to 24 ins. S.	1.50	12.50	100.00
2 to 3 ft. S.	2.00	17.50	150.00

TANODIUM DISTICHUM (Bald Cypress)			
6 to 12 ins. S.	1.00	8.00	65.00
12 to 18 ins. S.	1.25	10.00	85.00
18 to 24 ins. S.	1.75	15.00	125.00
2 to 3 ft. S.	2.25	20.00	150.00
3 to 4 ft. S. br.	3.00	25.00	
4 to 5 ft. S. br.	3.50	30.00	
5 to 6 ft. S. br.	3.50	30.00	
6 to 8 ft. S. br.	4.50	40.00	
8 to 10 ft. S. br.	5.50	50.00	

TILIA AMERICANA (American Linden)			
3 to 4 ft. T. br.	6.00	55.00	
4 to 5 ft. T. br.	7.50	70.00	
5 to 6 ft. T. br.	10.00		
6 to 8 ft. T. br.	12.50		
8 to 10 ft. T. br.	15.00		

ULMUS AMERICANA (American Elm)			
6 to 12 ins. S.	.30	1.50	10.00
12 to 18 ins. S.	.40	2.00	15.00
18 to 24 ins. S.	.50	2.50	20.00
2 to 3 ft. S.	.60	3.00	25.00
3 to 4 ft. S.	.70	4.50	40.00
4 to 5 ft. S. br.	1.00	7.00	75.00

ULMUS PUMILA (Chinese Elm)			
6 to 12 ins. S.	.30	1.50	10.00
12 to 18 ins. S.	.40	2.00	15.00
18 to 24 ins. S.	.50	2.50	20.00
2 to 3 ft. S.	.60	3.00	25.00
3 to 4 ft. S.	.70	4.50	
4 to 5 ft. br. S.	1.25	10.00	

## NUT TREES

Per10 Per100 Per1000

JUGLANS CINEREA (White Walnut) (Butternut)			
12 to 18 ins. S.	\$1.50	\$10.00	\$ 90.00
18 to 24 ins. S.	1.75	12.50	100.00
2 to 3 ft. S.	2.50	20.00	150.00
3 to 4 ft. S.	3.50	30.00	200.00
3 to 4 ft. br. S.	5.00	45.00	
4 to 5 ft. br. S.	6.00	55.00	

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## SPRING SPECIALS QUALITY NURSERY STOCK

Fruit Trees, in variety

Standard 5-N-1 Apple

Dwarf Apple

Dwarf Pear

Indian Summer Raspberry

Maple, Crimson King

Maple, Norway

Maple, Schwedler

Maple, Silver

Flowering Crab Apple

Prunus Thundercloud

Euonymus fortunei coloratus

Euonymus fortunei vegetus

Barberry, Red and Green, 2-yr., S.

Barberry, Red and Green, T.

Pyracantha lalandi

Lilacs, hybrid tree form

Roses, in variety

Rosa multiflora japonica

New trade list upon request. Also specimen list of caliper sizes and evergreens. Dig yourself.

## BROWN BROTHERS CO.

East Rochester, N. Y.

## NORTHERN-GROWN STOCK

### LANDSCAPE-SIZE SHRUBS

	Per 10	Per 100
Clethra alnifolia	\$ 4.00	\$ 35.00
18 to 24 ins., clumps	6.00	50.00
Ilex verticillata	6.00	50.00
2 to 3 ft., clumps	7.00	60.00
3 to 4 ft., clumps	10.00	90.00
4 to 6 ft., clumps	6.00	50.00
Viburnum cassinoides	8.00	70.00
2 to 3 ft., clumps	6.00	50.00
3 to 4 ft., clumps	8.00	70.00
Viburnum dentatum	5.00	40.00
2 to 3 ft., clumps	7.00	60.00
3 to 4 ft., clumps	9.00	70.00

### CLUMP BIRCH

Paper Birch	4 to 6 ft., 3 stems and up ..	40.00	....
	6 to 8 ft., 3 stems and up ..	60.00	....
Gray Birch	4 to 6 ft., 3 stems and up ..	30.00	250.00
	6 to 8 ft., 3 stems and up ..	45.00	350.00

### PAPER BIRCH

Betula papyrifera	6 to 8 ft., shows color ....	12.00	100.00
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All stock is first-quality collected material

### LINING-OUT STOCK

	Per 100	Per 1000
Acer saccharum	\$ 15.00	....
2 to 3 ft.	30.00	....
3 to 4 ft.	70.00	....
4 to 6 ft.	125.00	....
Betula papyrifera	12.00	\$100.00
1 to 2 ft.	15.00	120.00
2 to 3 ft.	40.00	....
4 to 6 ft.	8.00	70.00
Clethra alnifolia	6 to 18 ins.	8.00 70.00
Ilex verticillata	1 to 2 ft.	12.00 100.00
Syringa vulgaris	1 to 2 ft.	8.00 70.00
Betula papyrifera	6 to 18 ins.	15.00 120.00
Viburnum cassinoides	1 to 2 ft.	9.00 80.00
Viburnum dentatum	1 to 2 ft.	9.00 80.00

### HEMLOCK SEEDLINGS

Tsuga canadensis	6 to 9 ins.	5.00	30.00
	9 to 12 ins.	8.00	70.00
	12 to 18 ins.	15.00	120.00

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## PACHYSANDRA

Terminalis (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

	Per 100	Per 1000	5000 or more
Strong, well-rooted, 1-yr. plants; propagated in soil and peat frames with light shade.	\$5.00	\$45.00	\$42.50

Available for prompt shipment throughout the year. Shipments anywhere including Canada. Good packing free. A good source of supply.

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SHRUB OAK, N. Y.

lege, and president's address, by J. S. Howard, Laurel Lake Nursery, Salemburg.

9:30 a. m. — "Mostly Mites," by Dr. M. H. Farrior, department of entomology, N. C. S. C.

10:15 a. m. — "Soil Mixes for Container Stock," by Dr. E. W. McElwee, University of Florida.

11:30 a. m. — "Report on the Witchweed Quarantine," by Dr. C. H. Brannon, chief, department of entomology and plant quarantine, North Carolina department of agriculture.

12:00 noon — Lunch.

1:30 p. m. — "Packaging Nursery Stock," by Dr. Tokuji Furuta, Alabama Polytechnic Institute, Auburn, Ala.

2:15 p. m. — "Is the Price Right?" by J. J. Pinney, Willis Nursery Co., Ottawa, Kan.

3:00 p. m. — Special report on the activities of the North Carolina state highway department.

4:00 p. m. — "Merchandising" — panel discussion, with J. J. Pinney, moderator.

5:00 p. m. — Visiting trade fair.

6:30 p. m. — Banquet, speaker to be announced.

### JANUARY 7

9:00 a. m. — "What Makes a New Holly?" by W. F. Kosar, National Arboretum, Washington, D. C.

10:00 a. m. — "Landscaping the Homes of Today," by R. P. Korbobo, Rutgers University, New Brunswick, N. J.

11:00 a. m. — "Landscaping" — panel discussion, with J. H. Harris, N. C. S. C., and R. P. Korbobo.

12:00 noon — Lunch.

1:30 p. m. — Business meeting, with election of officers.

4:00 p. m. — Adjournment.

### OKLAHOMA PROGRAM

The Oklahoma State Nurserymen's Association, Inc., with a membership increase of over 50 per cent recorded in the past year, is looking forward to a record attendance at its 1958 annual convention, to be held January 9 and 10 at the Mayo hotel, Tulsa. The program, emphasizing merchandising and selling, will also include entertainment for the ladies at 2 p.m. Thursday, January 9, when Gerald Spoor, Holland Nursery, Tulsa, will present a talk on "European Gardens." General sessions of the convention are scheduled as follows:

### JANUARY 9

9:00 a. m. — Registration.

10:30 a. m. — Call to order, Emerald room, by President Harold R. Nickel, Greenleaf Nursery, Muskogee.

10:35 a. m. — Welcome address, by George Norval, mayor, Tulsa, Okla.

10:50 a. m. — "American Association of Nurserymen—National Scene," by James Lauden, director, region V of the A.A.N.

11:00 a. m. — "Garden Supply Merchandising," by Michael Jones, merchandising manager, California Spray Chemical Corp.

11:40 a. m. — "Solid Gold Garden Market," a film.

12:00 noon — Lunch, Ivory room, "Progressive Sales," by John Watkins, Gulf Oil Co., Tulsa.

2:00 p. m. — "Human Relations," by Dr. Paul Whitman, Muskogee.

2:30 p. m. — "Garden Shop Merchandising," a film.



## Flowering Quince

Very useful in the landscape. Wonderful floral display in early spring. Attractive when not in bloom.

Hardy in nearly all parts of the country. Our shrubs are propagated vegetatively to insure uniformity.

The following varieties have been chosen as the best after many years of observation and selection.

### Glowing Ember

(Trade-Mark)

We are proud to be the introducers of this superior strain of flowering quince. It took many years of observation and selection to come up with this upright-growing shrub of uniform habit, with brilliant red flowers. It is grown from cuttings, of course, in order to perpetuate these desirable characteristics.

	Per 10	Per 100	Per 1000
3 to 3½ ft. ....	\$7.00	\$60.00	\$550.00
2 to 3 ft. ....	5.50	50.00	450.00
18 to 24 ins. ....	4.50	40.00	350.00
12 to 18 ins. ....	3.50	30.00	.....

### Apple Blossom

The flowers of this variety bear a remarkable resemblance to apple blossoms in size, shape and color. In bud they are almost red; when fully open the flowers are a light pink with deeper tones near the outer edges. Blooms early before the leaves are fully developed. Shrubs are vigorous growers, and the tips of the leaves are red on the new growth.

	Per 10	Per 100
2 to 3 ft. ....	\$9.00	\$80.00
18 to 24 ins. ....	7.00	60.00
12 to 18 ins. ....	5.50	45.00

### Indian Chief

We have selected this as one of the best red-flowering quinces of many varieties that we have tested over a period of years. The flowers are large, scarlet-red, appearing in great profusion before the leaves develop. The shrub is semiupright, semidwarf with medium-size dark green shiny foliage. The new growth is reddish in color.

	Per 10	Per 100
2 to 3 ft. ....	\$9.00	\$80.00
18 to 24 ins. ....	7.00	60.00
12 to 18 ins. ....	5.50	45.00

### Texas Pink

We have tested many varieties of flowering quince, and in our opinion Texas Pink is the best pink. The flowers are quite large and clear pink. The shrub is a sturdy grower with a semiupright habit of growth with long, narrow, dark green shiny leaves. The new growth is distinctly reddish, adding greatly to the interesting appearance of the plant.

	Per 10	Per 100
3 to 3½ ft. ....	\$11.00	\$100.00
2 to 3 ft. ....	8.50	75.00
18 to 24 ins. ....	5.00	45.00

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### SELL FASTER

Burr's foil-wrapped ROSES, SHRUBS AND TREES are fast-moving, self-service items. You sell MORE bushes to MORE people in LESS time.

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They require no potting,heeling in, labeling or wrapping.

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dising," by Paul Terry, lawn and garden division, Montgomery Ward & Co.

3:00 p. m.—"Installation and Maintenance of Lawns"—a panel discussion, with Mario Sanseverino, moderator, and A. L. Houchin, Bruce Rey and Robert Sanseverino, panel members.

3:30 p. m.—"Landscaping"—panel discussion, with Eugene Fleming, moderator, and Hugh Payne, Burl Gulick and Paul Hutchinson, panel members.

4:00 p. m.—"Cost of Operations"—a panel discussion, with William Ansteth, moderator, and C. D. Rule, Harold Nickel and Warren Welch, panel members.

7:30 p. m.—Annual banquet, Crystal ballroom.

9:00 p. m.—Dancing and entertainment.

### JANUARY 10

9:30 a. m.—"Are You Selling Your Product?" by John D. Schatz, assistant professor of agriculture, Southwest Missouri State College, Springfield.

10:00 a. m.—"A. A. N. Insurance Plan," by Howard H. Huff, manager, John Hancock Mutual Life Insurance Co.

10:30 a. m.—Secretary-treasurer's report, by Cyrus E. Adams, Kenyon's Nursery, Oklahoma City.

10:45 a. m.—Business session, with election of officers.

12:00 noon—Adjournment.

### FINAL ILLINOIS PROGRAM

Harleigh R. Kemmerer, secretary of the Illinois State Nurserymen's Association, announces that arrangements for the association's winter convention, to be held January 12 to 15 at the Hotel La Salle, Chicago, were completed at the recent meeting of directors and that the following is the final program:

### JANUARY 12

10:00 a. m.—Registration, mezzanine floor.

10:00 a. m.—Exhibits, Chicago room, parlors A, B and D.

1:00 p. m.—National Landscape Nurserymen's Association.

### JANUARY 13

9:30 a. m.—Registration and exhibits.

12:15 p. m.—Lunch, Illinois room. Edward P. Eickhof, Eickhof Nursery, Bensenville.

"Selling Your Goods and Yourself," by Briant Sando, Orange, Calif.

"Skulduggery at the Old Crossroads," by Arthur Brice, Hot Springs, Ark.

### JANUARY 14

9:30 a. m.—Registration and exhibits.

9:30 a. m.—I. S. N. A. business session, Lincoln-Douglas room, 18th floor.

12:15 p. m.—Lunch.

"Where Are We Going in World Affairs," by Dr. William McGovern, Northwestern University, Evanston, Ill.

"Ideas," by Orvel Cockrel, Mount Morris, Ill.

"Market Developments," by Howard P. Quadland, publicity director, American Association of Nurserymen.

### JANUARY 15

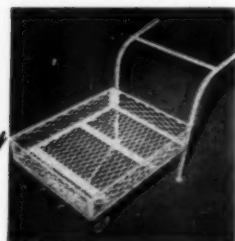
9:30 a. m.—Registration and exhibits.

12:15 p. m.—Lunch.

1:30 p. m.—Films: "Nature's One-Half Acre" and "Highway Dollars and Sense."

"Economic Outlook for 1958," by Dr.

*Sturdy  
tip-  
proof*



## Cloverset HANDY CARTS

Well-balanced nursery carts of strong welded steel with 24x30x6-in. bed; holds 12 potted roses or equivalent in safe upright position. Two free-running, ball-bearing 10x1.75-in. wheels have semi-pneumatic tires. Shipping weight approximately 45 lbs.; shipped in carton and easily assembled.

**\$32.50**

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for extra  
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## ROSE & GARDEN DUST

Our own high-Lindane formula proved highly effective against chewing and sucking insects, black-spot and powdery mildew. Water-soluble; may be used as a dust or spray. Five sizes.

Size	Retail	No. in Case	Your Price
8-oz. sifter	0.85	12, wt. 8 lbs.	\$ 6.80
1-lb. sifter	1.50	12, wt. 16 lbs.	12.00
12-oz. dust gun	1.50	12, wt. 13 lbs.	12.00
4-lb. container	4.90	6, wt. 29 lbs.	19.20
50-lb. sack	55.00	wt. 50 lbs.	36.67

100 lbs. or more orders shipped prepaid.

**Practical products for  
the modern nursery, from**



105th and Wornall Rd.  
KANSAS CITY 14, MO.

CLOVERSET FARM, Dept. A  
105th and Wornall, Kansas City 14, Mo.

Please send items checked:

☐ ..... Handy Cart(s) at \$32.50  
F.O.B. Kansas City.

☐ Complete information on Cloverset  
Rose Dust.

Name .....

Firm .....

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As any practical nurseryman who's used them all can tell you,  
when it comes to pots for potting  
stock for cash-and-carry sales,



**ONE STANDS OUT!**

## THE *Cloverset* POT

has **EVERY** feature for easier handling and easier sales . . . .

1. Lasts a full year or more in the sales frame.
2. Contains roots safely within the soil ball; permits transplanting any time.
3. Has adequate bottom opening for good drainage without waterlogging; no gravel necessary.
4. Rests on wide bottom; no blowing over in the frames.
5. Available in sizes to accommodate stock of any salable size.
6. Is neat and uniform in appearance, an asset to the sales area.
7. Tough enough to permit easy handling in potting shed and frame.
8. Easy for customer to remove—at once, a week later or even a month after they take stock home.
9. Lightweight (but with all these qualities) to save on freight costs.
10. . . . and sufficiently low priced so that it may be given away with the plant.

ONLY CLOVERSET POTS give you all these features. In addition, they come stacked in cartons with bottom flaps folded in, ready to use; even inexperienced workers in the potting shed can do a neat job with Cloverset Pots! Order now and be all set for profitable cash-and-carry sales.

Cloverset Pot Prices F.O.B. Kansas City, Mo., and Moorestown, N. J.

### SIZES FOR EVERY NEED:

roses, perennials,  
shrubs, young trees

SIZE	HEIGHT	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT	F.O.B. KANSAS CITY		F.O.B. MOORESTOWN, N. J.	
						Per 100	Per 1000	Per 100	Per 1000
No. 0	5½ ins.	5 ins.	6 ins.	200	210 lbs.	\$4.25	40.00	\$ 5.25	\$ 48.50
No. 1	6½ ins.	6 ins.	7 ins.	100	340 lbs.	5.25	50.00	6.25	59.50
No. 2	9½ ins.	7 ins.	8 ins.	100	535 lbs.	5.75	55.00	7.25	69.50
No. 3	9 ins.	8 ins.	9 ins.	100	690 lbs.	6.25	60.00	8.25	79.50
						25 pots, \$7.70; 50 pots, \$14.60;			
						75, \$21.75; 100, \$26.15;			
No. 4	13 ins.	12 ins.	...	25	133 lbs.	100, \$231.00.		30.00	265.00

(We do not break cartons)

**ORDER NOW; HAVE POTS ON HAND FOR SPRING POTTING!**

CLOVERSET FARM, Dept. A  
105th and Wornall Rd.  
Kansas City 14, Mo.

Please send items checked; I enclose . . . . .c.

- ☐ Sample set of 5 pots, 50c (limit one).  
☐ Complete information about Cloverset Pots.

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FIRM . . . . .

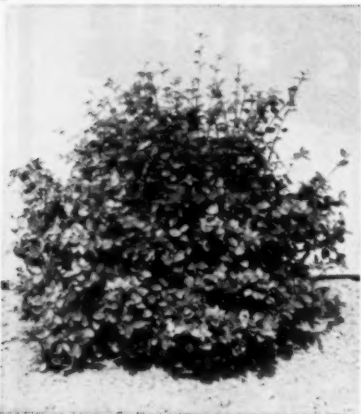
ADDRESS . . . . .

Use coupon to order sample set.



105th and Wornall Rd. KANSAS CITY 14, MO.  
EASTERN DISTRIBUTOR, Moorestown Gardens, Moorestown, Burlington  
County, N. J.

**4 New Sturdy  
Euonymus Shrubs**  
The IDEAL BROAD-LEAVED  
EVERGREEN  
for Modern Landscape Design



**EMERALD PRIDE**  
(Pat. No. 1073) Compact-bush type.



**EMERALD CHARM**  
(Pat. No. 1079) Narrow, columnar.



**EMERALD CUSHION**  
(Pat. No. 1112) Low, dwarf shrub.

Available from LICENSED GROWERS.  
See December 1 issue of  
American Nurseryman.

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**CORLISS BROS., Inc.**  
Gloucester and Ipswich, Mass.

Richard P. White, executive vice-president, A. A. N.

6:00 p. m. — Cocktail hour, Century room, 19th floor.

7:00 p. m. — Banquet in honor of Miles W. Bryant, former I. S. N. A. secretary, grand ballroom, 19th floor.

#### MAIL-ORDER MEET

As has been customary, the winter meeting of the National Mail Order Nurserymen's Association, to be held January 13 at the Hotel La Salle, Chicago, will be conducted on an informal basis, according to Roger L. Krider, secretary. Mr. Krider announces that no definite program has been planned, but that the 2-hour meeting will consist of reports from the committee planning the program for the 1958 N. M. O. N. A. summer convention, reports from the research committee and general discussions of any pertinent problems.

#### N. Y. ARBORISTS MEET

The winter meetings of the New York State Arborists' Association will be held at Statler hall, Cornell University, Ithaca, N. Y., January 12 to 14. The session will open at 8 p.m. with a meeting of the directors. Registration and a social get-together will begin at 7 p.m. in the faculty lounge.

Monday, January 13, there will be a short tour of teaching and research facilities. At Riley-Robb hall, Agricultural Engineering building, machinery of interest to arborists will be shown. These devices include stump removal equipment, a power spade for digging trees, brush disposal equipment and the Cornell fence post sharpener.

At the Plant Science building, examples of specific tree troubles will be shown at the laboratory of plant pathology by Dr. Donald S. Welch and graduate students.

Dr. J. George Matthyse, entomologist, will demonstrate evaluation procedures for insecticides and for efficiency of equipment. These demonstrations and other exhibits on weed control will be shown at the greenhouse area on Tower road, east.

Morning sessions will close with a report from the department of agriculture and markets, by Edwin Kirk, head of the division of plant industry in the state.

The afternoon program will begin with a discussion on Shade Trees for Modern Planting, by Prof. H. O. Perkins, landscape department, University of Connecticut, Storrs. Stuart B. Eynon, Heath Survey Consultants, Boston, Mass., will discuss "Gas Injury to Shade Trees." Carl Schiff,



#### PRINCETON NURSERIES

A very complete line of quality ornamental stock. In addition to our regular assortment we are now producing many of the smaller and lower-growing trees, including:

*Crataegus cordata* (Washington Thorn). Grown with single, straight trunks and shapely heads, available in 4 to 5 and 5 to 6 ft.

*Crataegus mollis* (Downy Hawthorn). Single, straight trunks and excellent heads in 5 to 6, 6 to 7 and 7 to 8 ft.

*Crataegus oxycantha pauli* (Paul's Scarlet Thorn). Straight trunks, full tops, 4 to 5, 5 to 6 and 6 to 7 ft.

Many other smaller-growing varieties are available.

Come to see us.  
Write for catalog.  
Send your Want List.

#### PRINCETON NURSERIES

Princeton, N. J.  
Phone: WALnut 4-1776

#### NOVAK'S NURSERY Houtzdale, Pa.

Per 1000

#### Scotch Pine

3 to 6 ins., 2-yr. .... \$25.00  
5 to 12 ins., 3-yr. .... 30.00

#### Blue Spruce

3 to 6 ins., 3-yr. .... 25.00  
5 to 8 ins., 3-yr. .... 35.00  
6 to 10 ins., 4-yr. .... 45.00

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ADDITIONAL INFORMATION!

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Evergreens,  
Ornamental Trees  
and Shrubs

#### SEPERS NURSERY

N. Delsea Drive  
VINELAND, N. J.

#### SHADE TREES — ORNAMENTALS

*Gleditsia triacanthos*, *Carpinus caroliniana*, *Cercis canadensis*, *Cornus florida*, *Phellodendron amurense*, *Platanus acerifolia*, *Liquidambar styraciflua*, *Acer platanoides*, *Acer rubrum*, *Fraxinus americana*, *Acer glabrum*, *Cstrya virginiana*, *Koeleruteria paniculata*, *Fyrus calleryana*, *Pinus strobus*, *Pinus nigra*, *Salix babylonica*, *Pteris japonica* and many more.

HIDDEN VALLEY NURSERY  
Phone: MILLington 7-1158 Gillette, N. J.

Growers of a general line  
of nursery stock  
Visitors welcome.

FAIRVIEW EVERGREEN NURSERIES  
FAIRVIEW, Erie Co., PA.

# AUGUSTINE ASCENDING ELM



## AUGUSTINE ASCENDING ELM and the NURSERYMAN

The late Archie Augustine, one-time president of both the Illinois and the national nurserymen's associations, discovered in 1937 this remarkable columnar elm in Normal, Ill., which now bears a bronze plaque of **ORIGINAL TREE**.

Mr. Augustine cut some scion wood and in his research nursery began to produce a new race of elm.

The new elm was identified by the U. S. forestry service and the late Dr. J. M. Beal of the University of Chicago as a tetraploid mutation.

Pathological studies were conducted by state and federal agencies, specimen trees were shipped to leading arbore-tums for observation and professional comment and its name was recognized by "Standardized Plant Names."



## ORIGINAL TREE

## TREE PROBLEMS?

- Being a tetraploid tree with architectural form and durable growing characteristics, the Augustine Ascending Elm ends most tree problems.
- **Flourishing** in over 300 communities in 36 states.
- **Winter form:** Attractive limb structure is orderly—has great indestructibility.
- **Roots:** Compact and do not retard lawn. Have firm anchorage.
- **Leaves** are large and dense; hold on late in fall and tend to drop at one time.
- **Has no seed.**
- **Form:** Attractive columnar form allows sunlight and rain to reach near trunk. This is an important asset toward moisture supply.
- **Health:** The above characteristics aggregate and account for the Augustine tree's vigor and rapid growth.
- **The TREE:** Superior for planting in parkways, roadsides, boundaries, institutions, parks, golf courses, etc.

**Write early:** For information required for purchase. Fair Trade price schedule and "How They Have Grown" gladly sent. Inquiries will be directed to source of supply: (A) Propagators. (B) Row-Run 6 to 8 ft. (C) Transplanted. For sizes and available trees, write:



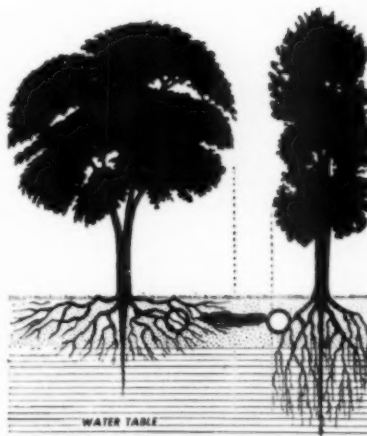
## AUGUSTINE ASCENDING ELM RESEARCH ASSOCIATES

932 E. 50th St.

Chicago 15, Ill.

## THE TREE

**AUGUSTINE ASCENDING ELM  
A FLOURISHING NEW VARIETY**



Compare the narrow and deep root system of Augustine Ascending Elm with the sprawling surface roots of other trees!



## SEEDLINGS FOR SPRING

	Per 100	Per 1000
<b>Scotch Pine</b>		
2-yr., S., 2 to 4 ins. . .	\$ 2.50	\$12.50
2-yr., S., 3 to 6 ins. . .	4.00	20.00
2-yr., S., 4 to 8 ins. . .	5.00	25.00
<b>Riga Scotch Pine</b>		
2-yr., S., 2 to 4 ins. . .	3.00	15.00
2-yr., S., 4 to 8 ins. . .	5.00	25.00
<b>French Scotch Pine</b>		
2-yr., S., 1 to 3 ins. . .	3.00	15.00
2-yr., S., 3 to 6 ins. . .	5.00	25.00
<b>Finland Scotch Pine</b>		
3-yr., S., 4 to 7 ins. . .	6.00	30.00
3-yr., S., 6 to 11 ins. . .	8.00	40.00
<b>Scotch Pine</b>		
(2-1), T., 1 to 3 ins. . .	4.00	20.00
(2-1), T., 3 to 5 ins. . .	7.00	35.00
(2-2), T., 5 to 10 ins. . .	10.00	50.00
(2-2), T., 10 to 15 ins. . .	15.00	75.00
(2-2), T., 15 to 18 ins. . .	25.00	....
<b>Austrian Pine</b>		
2-yr., S., 2 to 3 ins. . .	2.50	12.50
2-yr., S., 3 to 6 ins. . .	5.00	25.00
(2-2), T., 5 to 10 ins. . .	10.00	50.00
<b>Red Pine</b>		
2-yr., S., 2 to 4 ins. . .	4.00	20.00
3-yr., S., 5 to 10 ins. . .	7.00	35.00
<b>Mugho Pine</b>		
3-yr., S., 3 to 7 ins. . .	7.00	35.00
<b>White Pine</b>		
2-yr., S., 3 to 6 ins. . .	4.00	20.00
<b>Douglas Fir</b>		
3-yr., S., 2 to 4 ins. . .	4.00	20.00
<b>Concolor Fir</b>		
2-yr., S., 3 to 6 ins. . .	9.00	45.00
<b>Hemlock</b>		
3-yr., S., 2 to 5 ins. . .	5.00	25.00
<b>Arborvitae</b>		
2-yr., S., 2 to 5 ins. . .	3.50	18.00
<b>Blue Spruce</b>		
3-yr., S., 2 to 4 ins. . .	4.00	20.00
3-yr., S., 4 to 8 ins. . .	8.00	40.00
4-yr., S., 7 to 12 ins. . .	12.00	60.00
(2-2), T., 3 to 6 ins. . .	10.00	50.00
(2-2), T., 6 to 10 ins. . .	17.00	85.00
(2-2), T., 8 to 12 ins. . .	30.00	....
<b>Norway Spruce</b>		
2-yr., S., 2 to 4 ins. . .	3.00	15.00
2-yr., S., 4 to 8 ins. . .	5.00	25.00
(2-2), T., 5 to 8 ins. . .	10.00	50.00
(2-2), T., 8 to 12 ins. . .	15.00	75.00
(2-2), T., 10 to 16 ins. . .	25.00	....
<b>White Spruce</b>		
2-yr., S., 2 to 4 ins. . .	3.00	15.00
2-yr., S., 3 to 6 ins. . .	5.00	25.00
(2-2), T., 4 to 8 ins. . .	10.00	50.00
(2-2), T., 8 to 12 ins. . .	15.00	....
<b>Black Hills White Spruce</b>		
3-yr., S., 2 to 4 ins. . .	4.00	20.00

**IMPORTANT**—Read carefully. These prices subject to 5% discount on quantities of 25,000 or more.

The size of the following seedlings are one to two inches. Net price. No discounts. For transplanting in beds.  
**Scotch Pine (\$7.50 per 1000)**  
**Blue Spruce (\$10.00 per 1000)**

All orders must be accompanied by cash or a 25% deposit. The balance will be shipped C.O.D.

**ROOTSPREAD TREE PLANTER:** Reforestation, Christmas Tree and Ornamental Planting.

For picture and information, write:

**SAM DIBLE NURSERY**  
 R. F. D. 3      Shelocta, Pa.

Brooklyn, N. Y., and Doctor Welch will participate. Prof. Albert L. Leaf, college of forestry, Syracuse, N. Y., will sum up the recent literature on tree fertilization, and Doctor Matthysse will present changes in pest control recommendations for 1958.

The final day will include a discussion of "New Machinery for Arborists," by Carl H. Asplundh, Asplundh Chipper Co., Jenkintown, Pa., and a panel discussion on "Contract Work in Arboriculture." Panel members will be Freeman L. Parr, Hicksville; Frank Karpick, Buffalo; Wilbur Wright, head of the parks department, Rochester, and Robert R. Lewis, Syracuse. The closing sessions include remarks by Prof. Raymond Hirt, school of forestry, Syracuse, and a summation of "Research in Arboriculture," by Robert Bartlett, F. A. Bartlett Tree Expert Co., Stamford, Conn.

### MASSACHUSETTS DETAILS

According to a program recently announced by John C. Dwyer, executive secretary of the Massachusetts Nurserymen's Association, the 49th annual winter meeting of the M. N. A. at the Hotel Kenmore, Boston, Mass., January 14 will be called to order at 10 a. m. The president's report will be given by Frank White, White Landscape Service, Brockton, and reports of the treasurer, executive secretary and standing committees will also be heard.

A social hour and lunch are scheduled for 12 noon, and the afternoon session will open at 1:45 o'clock with reports of special committees, including that of the resolutions committee. Unfinished and new business will then be undertaken by the nurserymen, after which the election and installation of 1958 officers will be held. The meeting will be adjourned after the election of the 1959 nominating committee.

### TREE MEET FOR KANSAS

Discussions of Dutch elm disease and its control will be of major interest at the meeting of the Kansas shade tree conference set for January 16 and 17, according to an announcement in a recent news-letter of the Kansas Association of Nurserymen. The meeting will be held at Kansas State College, Manhattan.

**ED'S TROPICAL GARDEN,** Farmingdale, L. I., is adding a greenhouse to its present garden center facilities, with construction expected to be completed by spring.

### FOR SPRING SHIPMENT

- 1500 *Acer palmatum atropurpureum*, 1-yr. grafts
- 10,000 *Barberry, thunbergi*, 1-yr., S. (special permit)
- 5000 *Barberry, thunbergi atropurpurea*, 2-yr., S., 9 to 12 ins.
- 2000 *Chamaecyparis plumosa aurea*, 2-yr., T.
- 10,000 *Cornus florida*, selected understocks
- 3000 *Cornus florida*, 1-yr., S., No. 1
- 1000 *Ilex latifolia*, 2-yr., T.
- 5000 *Taxus cuspidata capitata*, 2-yr., T.
- 3000 *Tsuga caroliniana*, 2-yr., T.

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1 and 2-yr. transplants to the trade. List upon request.

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## FIELD-GROWN AND POTTED LINERS

### POTTED LINERS IN 2¼-IN. ROSE POTS

Arborvitae	Each Per 1000 rate
Biota bakeri	
Biota Bonita, upright	
Biota Blue Cone	
6 to 8 ins.	15c
8 to 10 ins.	17½c
Thuja woodwardi, Globe	15c
Pfitzer Juniper	18c

### POTTED BROAD-LEAVED EVERGREENS IN 2¼-IN. ROSE POTS

Ilex crenata (bullata)	
4 to 6 ins.	15c
6 to 8 ins.	17c
Ilex cornuta burfordi	
6 to 8 ins.	12c
Ilex crenata hetzi	18c
Ilex crenata rotundifolia	15c
Ilex opaca East Palatka	
6 to 8 ins.	12½c
8 to 10 ins.	15c
Magnolia grandiflora	
6 to 8 ins.	12½c
8 to 10 ins.	15c
Small-leaved Patens	
8 to 12 ins.	12½c
Jasminum floridum, 2-yr.	15c

### FIELD-GROWN, BROAD-LEAVED EVERGREENS

Ilex cornuta burfordi, 2-yr.	
6 to 8 ins.	18c
Ilex opaca East Palatka, 2-yr.	
8 to 12 ins.	18c

### BED-GROWN, BROAD-LEAVED EVERGREENS

Euonymus patens, 2-yr.	
8 to 12 ins.	8c
12 to 15 ins.	12c
Nandina, 2-yr.	
4 to 6 ins.	10c
6 to 8 ins.	12c
Crape Myrtle, watermelon-red, field-grown	
18 to 24 ins. (\$100.00 per 1000)	
24 to 40 ins. (\$150.00 per 1000)	

### 1-YR., FIELD-GROWN JUNIPER LINERS

	Each Per 1000 rate
Andorra	
6 to 8 ins.	8c
8 to 10 ins.	12c
10 to 12 ins.	16c
Ashford	
6 to 8 ins.	8c
8 to 10 ins.	10c
10 to 12 ins.	12c
Compact Pfitzer Nick's	
6 to 8 ins.	12c
8 to 10 ins.	18c
10 to 12 ins.	20c
Golden Pfitzer	
6 to 8 ins.	12c
8 to 10 ins.	16c
Greek	
6 to 8 ins.	10c
8 to 10 ins.	12c
10 to 12 ins.	15c
Hetz	
6 to 8 ins.	10c
8 to 10 ins.	12c
10 to 12 ins.	15c
Irish Fastigiata	
6 to 8 ins.	8c
8 to 10 ins.	10c
10 to 12 ins.	12c
Pfitzer	
6 to 8 ins.	14c
8 to 10 ins.	16c
10 to 12 ins.	18c
Savin	
6 to 8 ins.	8c
8 to 10 ins.	10c
Von Ehron	
6 to 8 ins.	10c
8 to 10 ins.	12c
10 to 12 ins.	15c

### 2-YR., FIELD-GROWN JUNIPER LINERS

Polish	
8 to 10 ins.	10c
10 to 12 ins.	12c
Swedish	
10 to 12 ins.	15c
12 to 15 ins.	18c
Savin	
10 to 12 ins.	12½c

Terms: 2% discount for cash with order, free packing. Add 2c for each plant on orders of less than 250. C.O.D. orders must be accompanied by 25% of the purchase amount. A deposit of 25% will hold order for winter and spring delivery. Price F.O.B. nursery. We keep our varieties true to name as labeled and we will replace, upon proper proof, any stock that may prove otherwise, free of charge, or refund the amount paid for stock, but it is mutually agreed that we shall not be liable for any amount greater than the purchase price paid us. No claims will be considered unless made in writing within ten days after receipt of goods. All orders accepted subject to prior sales of stock or crop injury or loss from causes beyond our control.

**Samples Will Be Mailed on Request at 15c Each**

## ORDER FROM BOULEVARD

	Per 100	Per 1000
Acer platanoides, 1-yr., S., 9 to 12 ins.....	\$ 7.00	\$ 60.00
Acer platanoides, 2-yr., T., FR., 18 to 24 ins.....	15.00	140.00
Berberis thunbergii, 2-yr., T., FR., 9 to 12 ins., heavy.....	8.50	75.00
Berberis thunbergii atropurpurea, 2-yr., T., FR., 9 to 12 ins., heavy..	9.50	85.00
Cercidiphyllum japonicum, 1-yr., S., 12 to 15 ins.....	7.00	60.00
Cornus florida, 1-yr., S., grafting size.....	6.00	50.00
Euonymus vegetus, 2-yr., T., FR.....	35.00	300.00
Fagus sylvatica, 1-yr., S., 4 to 6 ins.....	9.50	85.00
Ginkgo biloba, 1-yr., S., 4 to 6 ins.....	7.50	70.00
Koelreuteria paniculata, 1-yr., S., 12 to 15 ins.....	7.50	70.00
Salix niobe, B.R., 6 to 8 ft., each..\$1.00		
Sorbus aucuparia, 2-yr., T., FR., 18 to 24 ins.....	20.00	180.00
Viburnum dilatatum, 1-yr., S., 9 to 12 ins.....	7.00	60.00
Zelkova serrata (substitutes for American Elm) 2-yr., T., FR.....	20.00	180.00

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HEDGE PLANTS, etc.**

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Cherries on Mazzard roots.  
Dwarf Apples.  
Send for list.

**SAMUEL FRASER NURSERY**  
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Splendid stock.  
Write for Price List.

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### TAXUS

Upright, 6 to 14 ft.  
Also Other Varieties of Taxus.  
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## COVER ILLUSTRATION

### Tilia Platyphyllos Laciniata —Fastigiata Form

The specimen of *Tilia platyphyllos* pictured on the cover is a clone having two characteristics that distinguish it from the species type. It is extremely fastigiata and compact in branch formation, and the foliage is deeply and irregularly cut. The woody structure consists of many crowded, almost vertical, branches, which carry so many acute-angled branchlets that the head is a dense, narrow pyramid. The leaves are identical with those of the variety laciniata, with deeply cut, irregular lobes having recurved margins, and veined in what might be called an erratic manner, compared with the precise vein patterns of other European lindens.

It is possible that this tree will loosen up as it matures and develop



Foliage of fastigiata form of *Tilia platyphyllos laciniata*.

a more open, fountainlike head, but at no stage of growth, from young seedling to its present almost mature size, has our other cut-leaved linden ever shown such extremely fastigiata, densely branched structure. A different clone is always worthy of note, and this plant, in addition to showing promise of a good-looking, medium tree of upright habit, will be interesting to watch as it ages toward maturity.

Somewhat softer-textured and fleshier than the leaves of most *Tilia* species, the foliage of the cut-leaved form is quite susceptible to insect attack and requires control spraying. Lindens prefer good, moist soil,





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## CHRISTMAS TREE PLANTATION STOCK

### PINE—SPRUCE—FIR

#### Seedlings and Transplants

Per 100 Per 1000		
<b>Norway Spruce</b> ( <i>Picea excelsa</i> )		
(2-0), 2-yr., S.,		
2 to 3 ins.....	\$ 7.00	\$18.00
3 to 5 ins.....	8.00	22.00
(1-2), 3-yr., T.,		
5 to 10 ins.....	10.00	50.00
(2-2), 4-yr., T.,		
6 to 12 ins.....	12.00	60.00
8 to 14 ins.....	16.00	90.00
<b>Scotch Pine</b> ( <i>Pinus sylvestris</i> )		
(2-0), 2-yr., S.,		
2 to 4 ins.....	4.00	18.50
3 to 6 ins.....	5.00	22.00
4 to 8 ins.....	6.00	25.00
(2-2), 4-yr., T.,		
6 to 10 ins.....	10.00	50.00
8 to 14 ins.....	15.00	60.00
<b>Blue Spruce</b> ( <i>Picea pungens</i> )		
(Colorado Blue Spruce)		
(2-0), 2-yr., S.,		
2 to 3 ins.....	4.00	20.00
3 to 4 ins.....	6.00	25.00
(3-0), 3-yr., S.,		
3 to 6 ins.....	8.00	35.00
5 to 10 ins.....	10.00	55.00
<b>Austrian Pine</b> ( <i>Pinus nigra</i> )		
(2-0), 2-yr., S.,		
2 to 4 ins.....	4.00	20.00
3 to 6 ins.....	6.00	25.00
(2-2), 4-yr., T.,		
5 to 10 ins.....	12.00	70.00
<b>White Spruce</b> ( <i>Picea alba</i> )		
Excellent blue-gray color.		
(2-0), 2-yr., S.,		
3 to 6 ins.....	5.00	25.00
(3-0),		
2-yr., S., 4 to 8 ins..	6.00	30.00
3-yr., S., 6 to 12 ins..	8.00	40.00
<b>Concolor Fir</b> ( <i>Abies concolor</i> )		
(2-0), 2-yr., S.,		
2 to 3 ins.....	8.00	35.00
3 to 6 ins.....	10.00	50.00
(3-0), 3-yr., S.,		
4 to 8 ins.....	15.00	70.00
<b>Douglas Fir</b>		
(2-0),		
2-yr., S., 2 to 3 ins..	6.00	25.00
3-yr., S., 3 to 5 ins..	8.00	35.00

Discount: Less 5% on quantities of 5000 or more of a kind. Order 100 at 100 rate; 1000 at 1000 rate.

PRICES SUBJECT TO CHANGE WITHOUT NOTICE. All orders may be booked with one-third cash with order and balance C.O.D. All prices are net.

## PALLACK BROS. NURSERIES, INC.

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### Trees and Shrubs

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## LINING-OUT STOCK

### IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list on printed stationery.

## DEERFIELD NURSERIES

DEERFIELD, N. J.

but will show satisfactory growth in less favorable locations, though they are likely to suffer from drought.

The photograph reproduced for the cover illustration was made by Gavaghan & Dobson of a specimen in a Rochester, N. Y., park.

J. G.

## NEW YORK SHORT COURSE

[Continued from page 12]

or less. In this manner, several flushes of growth can be obtained in red oak seedlings, white pine and Norway spruce. The growth of Japanese maple, birch and lespedeza is almost continuous under long days. A comparative study of various light sources useful for this purpose revealed that 60-watt incandescent bulbs with reflectors supplementing the normal daylength do the trick, providing that the night temperature is about 60 degrees Fahrenheit or above. Warm white fluorescent tubes gave good results, also.

Gibberellic acid induced stretching on Japanese maple, but the stems were long and thin. The untreated controls caught up with the treated plants, producing sturdier plants of the same height. In the case of dwarf *Viburnum opulus* and dwarf arbovitae, applications given once weekly for two months in the summer produced only slight responses. The tentative conclusion is that, at the present time, gibberellic acid does not give results which would warrant its use on a commercial scale for nursery crops. More research is needed to define the areas in which the use of gibberellic acid would be advisable.

Yasir Samman, graduate student in floriculture, showed greenhouse roses growing in pots. Paired shoots were selected and one of each treated with gibberellic acid. Treatments were at several rates and frequencies between 15 and 75 parts per million, one, two or three applications. The larger amounts and frequencies induced elongation appearing to border on excess, so far as good quality of cut roses is concerned. Lower rates and less frequent applications resulted in normal growth with little stimulation at present. This work is still in progress.

The research tour included a third section that visited the new Cornell turf plots. These plots were started in 1956, with most of the major plantings made this past fall. The soil is a heavy silty clay loam, requiring more than 3,000 feet of agricultural tile in the area. For water supply, a 4-inch line having 90

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## AZALEA

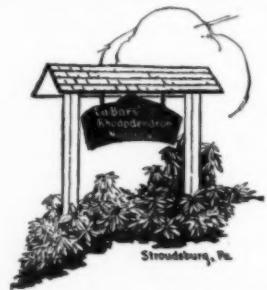
- ILEX BUXIFOLIA
- ILEX OPACA
- TAXUS FASTIGIATA
- TAXUS REPANDENS
- TAXUS CUSPIDATA
- HYBRID RHODODENDRON
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## TAXUS CAPITATA

3-yr., X., S., beds, 6 to 8 ins.,  
\$35.00 per 100.

BROOKFIELD GARDENS  
Rt. 46 Delaware, N. J.

# FIELD-GROWN LINING-OUT STOCK

Transplanted stock grown in open field beds.

	Each	Each
	100	1000
rate	rate	rate
<i>Abies concolor</i> (Concolor Fir)		
2 to 8 ins., 2-yr., S.	\$.10	..
4 to 8 ins., 3-yr., S.	.15	..
<i>Azalea Ghent pontica</i> , pastel shades		
4 to 6 ins., 2-yr., T.	.35	\$.032
6 to 10 ins., 3-yr., T.	.45	..
<i>Azalea kaempferi</i> (Torch Azalea)		
3 to 6 ins., 3-yr., T.	.35	..
6 to 10 ins., 3-yr., T.	.45	..
<i>Azalea mollis</i> (Chinese Azalea)		
6 to 8 ins., 2-yr., T.	.22	.18
8 to 12 ins., 3-yr., T.	.45	.40
<i>Azalea mucronulatum</i> , lavender shades		
4 to 8 ins., 2-yr., T.	.35	.32
8 to 10 ins., 3-yr., T.	.45	.40
10 to 15 ins., 3-yr., T.	.55	.50
<i>Buxus sempervirens welleri</i>		
8 to 10 ins., 3-yr., T.	.45	..
10 to 12 ins., 4-yr., T.	.55	..
<i>Chamaecyparis filifera aurea</i>		
6 to 8 ins., 2-yr., T.	.35	..
8 to 10 ins., 3-yr., T.	.45	..
10 to 12 ins., 3-yr., T.	.55	..
<i>Chamaecyparis lawsoniana allumi</i> (Columnar Blue Cypress)		
10 to 12 ins., 3-yr., T.	.45	..
12 to 15 ins., 3-yr., T.	.55	..
<i>Chamaecyparis plumosa aurea</i>		
8 to 10 ins., 3-yr., T.	.40	.35
10 to 15 ins., 3-yr., T.	.50	.45
<i>Cotoneaster horizontalis</i>		
4 to 8 ins., 3-yr.	.25	..
<i>Euonymus fortunei erectus</i>		
10 to 12 ins., 2-yr., T.	.28	.25
12 to 18 ins., 3-yr., T.	.35	.30
<i>Euonymus radicans coloratus</i>		
12 to 18 ins., 3-yr., T.	.35	.30
<i>Euonymus radicans vegetus</i>		
8 to 10 ins., 2-yr., T.	.35	..
10 to 15 ins., 3-yr., T.	.45	..
<i>Hex crenata</i> (Pyramidal)		
8 to 10 ins., 2-yr., T.	.35	..
10 to 15 ins., 3-yr., T.	.45	..
<i>Hex crenata convexa</i> (bullata)		
10 to 12 ins., 2-yr., T.	.48	.45
12 to 15 ins., 3-yr., T.	.65	.55
12 to 15 ins., 3-yr., field row spaced	1.00	.90
<i>Hex crenata hetzli</i>		
8 to 10 ins., 2-yr., T.	.40	.38
10 to 15 ins., 3-yr., T.	.55	..
<i>Hex rotundifolia</i> (Round-leaved)		
8 to 10 ins., 2-yr., T.	.38	.35
10 to 12 ins., 3-yr., T.	.48	.45
12 to 15 ins., 3-yr., T.	.70	.55
12 to 15 ins., 3-yr., T., field row spaced	1.00	.90
<i>Juniper Andorra</i> (Purple Andorra Juniper)		
8 to 10 ins., 2-yr., T.	.45	.40
10 to 15 ins., 3-yr., T.	.50	.45
<i>Juniper canadensis aurea</i> (Golden Canadian Juniper)		
6 to 8 ins., 2-yr., T.	.35	..
8 to 10 ins., 3-yr., T.	.45	..

## FINISHED NURSERY STOCK

All plants listed below priced in the ground. Purchaser to call for at the nursery. About 10,000 in this block. Will give a block clearance price on large amounts.

	Each	Each
	100	1000
rate	rate	rate
<i>Hex crenata convexa</i> (bullata)		
12 to 18 ins.	\$.150	\$.110
18 to 24 ins.	2.00	1.60
18 to 24 ins.	2.50	..
<i>Hex rotundifolia</i>		
12 to 18 ins.	1.50	1.10
18 to 24 ins.	2.00	1.60
<i>Juniperus glauca hetzli</i>		
18 to 24 ins.	2.00	1.60
24 to 36 ins.	2.40	1.75
<i>Juniperus pfitzeriana compacta</i> , Nelson's compact variety		
12 to 18 ins.	1.50	1.10
18 to 24 ins.	2.00	1.50
<i>Taxus cuspidata</i> (about 125 of these plants)		
4 to 6-ft. spread	8.00	..
(10 to 200 at the 100 rate; 200 up at the 1000 rate.)		

	Each	Each
	100	1000
rate	rate	rate
<i>Juniperus glauca hetzli</i> (Hetz Juniper)		
8 to 10 ins., 2-yr., T.	\$.035	\$.030
10 to 12 ins., 2-yr., T.	.40	.35
12 to 15 ins., 3-yr., T.	.55	.48
<i>Juniperus hibernica fastigiata</i> (Compact Irish Juniper)		
10 to 12 ins., 2-yr., T.	.38	.33
12 to 15 ins., 3-yr., T.	.45	.40
<i>Juniperus pfitzeriana regular</i>		
8 to 10 ins., 2-yr., T.	.45	..
10 to 15 ins., 3-yr., T.	.55	..
<i>Juniperus pfitzeriana aurea</i> (Golden Pfitzer Juniper)		
8 to 10 ins., 2-yr., T.	.45	..
10 to 15 ins., 3-yr., T.	.65	..
<i>Juniperus pfitzeriana compacta</i> , Nelson's compact variety		
6 to 8 ins., 1-yr., T.	.35	.30
8 to 10 ins., 2-yr., T.	.45	.40
10 to 15 ins., 3-yr., T.	.65	..
<i>Koeleruteria paniculata</i> (Golden Pinner Juniper)		
2-yr., S., field bed	.12	.08
6 to 12 ins., 3-yr., T.	.18	.15
<i>Leucothoe catesbaei</i>		
8 to 10 ins., 3-yr., T.	.35	.30
10 to 12 ins., 3-yr., T.	.45	..
12 to 15 ins., 3-yr., T.	.55	..
<i>Liquidambar styraciflua</i> 2-yr., S., field row	.10	.08
6 to 12 ins., 3-yr., T.	.15	.12
<i>Mahonia aquifolium</i>		
2 to 5 ins., 3-yr., S.	.20	.18
4 to 8 ins., 4-yr., S.	.25	.20
<i>Picea alba</i> (White Spruce)		
3 to 6 ins., 2-yr., S.	.05	.02½
6 to 12 ins., 3-yr., S.	.08	.04

	Each	Each
	100	1000
rate	rate	rate
<i>Picea excelsa</i> (Norway Spruce)		
6 to 12 ins., 4-yr., T.	\$.012	\$.006
8 to 14 ins., 4-yr., T.	.16	.09
<i>Picea pungens</i> (Colorado Blue Spruce)		
4 to 6 ins., 4-yr., T.	.20	.18
6 to 8 ins., 4-yr., T.	.35	.32
<i>Pieris floribunda</i> (Mountain Andromeda)		
6 to 8 ins., 2-yr., T.	.35	..
<i>Pieris japonica</i>		
8 to 10 ins., 2-yr., T.	.35	..
10 to 12 ins., 3-yr., T.	.65	..
<i>Pinus mugo</i> (Dwarf Mugo Pine)		
3 to 6 ins., 3-yr., T.	.25	.20
<i>Pinus nigra</i> (Austrian Pine)		
6 to 10 ins., 4-yr., T.	.12	.07
<i>Pinus sylvestris</i> (Scotch Pine)		
6 to 8 ins., 4-yr., T.	.10	.06
8 to 14 ins., 4-yr., T.	.15	.06
<i>Pseudotsuga douglasii</i> (Douglas Fir)		
2 to 3 ins., 2-yr., S.	.06	.02½
3 to 5 ins., 3-yr., S.	.06	.03½
<i>Pyracantha coccinea lalandi</i>		
6 to 10 ins., 3-yr., T.	.32	.30
10 to 15 ins., 3-yr., T.	.40	.38
<i>Rhododendron carolinianum</i>		
2 to 4 ins., 3-yr., T.	.35	..
4 to 8 ins., 3-yr., T.	.45	..
<i>Rhododendron catawbiense</i>		
2 to 4 ins., 3-yr., T.	.35	..
4 to 8 ins., 3-yr., T.	.45	..
<i>Rhododendron Hybrid</i> , various colors		
3 to 8 ins., 3-yr., T.	.45	..
8 to 10 ins., 4-yr., T.	.55	..
8 to 10 ins., 3-yr., T.	.85	..
10 to 15 ins., 3-yr., T.	1.00	..
<i>Taxus capitata</i> (Upright Yew)		
4 to 8 ins., 4-yr., T.	.40	.35
8 to 10 ins., 4-yr., T.	.50	.48
<i>Taxus cuspidata</i> (Spreading Yew)		
6 to 8 ins., 2-yr., T.	.38	.35
8 to 10 ins., 2-yr., T.	.45	.40
10 to 15 ins., 3-yr., T.	.55	.45
<i>Taxus media hickii</i> (Hicks' Yew)		
6 to 8 ins., 2-yr., T.	.35	..
8 to 10 ins., 2-yr., T.	.45	..
10 to 15 ins., 3-yr., T.	.55	..
<i>Thuja occidentalis douglasii aurea</i> (Geo. Peabody Golden Arborvitae)		
8 to 10 ins., 3-yr., T.	.45	..
10 to 15 ins., 3-yr., T.	.55	..
<i>Thuja occidentalis elegantissima lutea</i>		
10 to 12 ins., 3-yr., T.	.45	.40
12 to 15 ins., 4-yr., T.	.55	.50
15 to 18 ins., 4-yr., T.	.65	..
<i>Thuja occidentalis globosa</i>		
8 to 10 ins., 2-yr., T.	.40	.35
10 to 15 ins., 4-yr., T.	.65	..
<i>Thuja occidentalis pyramidalis</i>		
10 to 12 ins., 3-yr., T.	.45	..
12 to 15 ins., 3-yr., T.	.55	..
15 to 18 ins., 3-yr., T.	.65	..
<i>Tsuga canadensis</i> (Hemlock)		
8 to 10 ins., 4-yr., T.	.40	..
10 to 15 ins., 5-yr., T.	.55	.50
<i>Viburnum opulus nanum</i>		
2-yr., T.	.30	..

Lining-out Stock. 25 at the 100 Rate. 300 at the 1000 Rate.

TERMS: Free packing for cash with order, otherwise ½ deposit with order and balance C.O.D. Packing at cost. All shipments by railway express.

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R. D. I, HARMONY, PA.

pounds' pressure is used. There are six items or areas of interest:

1. Green Butler-type field house, a gift of the state turf association, for tool and equipment storage.

2. Putting green area, seeded in September, showing three strains of bent, three soil sterilization methods and effects of several soil amendment mixtures. A poor area near the road was from residual injury from a soil sterilization material.

3. One-year-old plots of the major turf grasses at several heights of cut.

Uniformly treated, so visible differences are due to differences in grass. Bermuda grass and zoysia were evident from brown grass as compared to green of hardy types.

4. A newly planted seeding of Merion bluegrass, with several pre-seeding fertilizers.

5. Seed mixture trials—Merion bluegrass with various amounts of other grasses. Plots are 10x10 feet, duplicated, with an unplanted alleyway between.

6. Nursery rows of named creep-

ing bent strains. These strains are being increased for putting green tests.

To supplement these tests an area of about two acres was established in plots on sandy soil under the department's direction at the Nassau County park, East Meadow, N. Y. Field days will be held at both areas in the late summer of 1958.

## Panel Discussions

A highlight of the short course was a series of six panel discussions



## READY FOR SHIPMENT NOW

	Per 100	Per 1000
<b>Berberis thunbergii atropurpurea</b> (Red-leaved barberry), 2-yr., S.		
6 to 18 ins., nursery run.....	\$ 7.50	\$ 60.00
4 to 9 ins., hand graded.....	5.00	35.00
9 to 12 ins., hand graded.....	7.00	50.00
12 to 18 ins., hand graded.....	10.00	75.00
18 to 24 ins., hand graded, bushy.....	20.00	175.00
<b>Cornus florida</b> (White Dogwood), 1-yr., S.		
4 to 15 ins., nursery run.....	5.00	40.00
Below grafting size.....	4.00	35.00
Grafting and budding size.....	7.50	60.00
<b>Cornus florida rubra</b> (Pink-red Dogwood), grafted		
10 to 18 ins., 2-yr., B. R.....	75.00	700.00
18 to 24 ins., 2-yr., B. R.....	125.00	1100.00
<b>Forsythia Spring Glory</b>		
18 to 24 ins., 2-yr., 2 br. and up.....	20.00	175.00
2 to 3 ft., 2-yr., 3 br. and up.....	30.00	275.00
3 to 4 ft., 2-yr., 4 br. and up.....	45.00	.....
<b>Euonymus alatus compactus</b>		
1 and 2-yr. cuttings.....	17.50	150.00

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## AZALEA KURUME

2-yr., T., 4 to 8 ins., \$15.00 per 100.  
Very hardy. Will stand 19 degrees below zero. Gives a great variety of colors and types, from choice whites to orchids, deepest pinks and reds.

Also *Pieris japonica*, 4 to 6 ins., T., \$15.00 per 100; 6 to 8 ins., T., \$20.00 per 100.

**ALANWOLD NURSERY**  
Neshaminy, Bucks Co., Pa.

## NORTHERN COLLECTED EVERGREENS FERNS

**PLANTS SHRUBS**  
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Currants

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Hybrid Rhododendrons  
Clematis, Peonies, Astilbe, Dicentra  
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## AZALEA MUCRONULATUM

2000.....15 ins. to 2½ ft.

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Bohemia, L. I., N. Y.

held Wednesday afternoon, December 4. Major points to be considered in these discussions were determined by means of questionnaires sent to N. Y. S. N. A. members in advance of the meeting.

Discussion topics were "Landscape Sales for Home Properties," moderated by Hewlett Lewis, Greenvale, N. Y.; "Plants for the Ranch and Other Homes Where Special Conditions Prevail," moderated by Valteau Curtis, Curtis Nurseries, Callicoon, N. Y.; "Containers and Plant Growth," moderated by William Boocock, Four Winds Nursery, Buffalo, N. Y.; "The Foreman Keeps the Show on the Road," moderated by Peter Costich, Hicks Nurseries, Inc., Westbury, N. Y.; "Up To Date for '58," moderated by Daniel Quigley, Maxwell, Bowden & Rice, Geneva, N. Y., and "Plant Insurance '58 Policy," moderated by David Bulk, Bulk's Nursery, Babylon, N. Y. These discussions will be reported in detail in a later issue.

## PROPAGATORS' MEETING

[Continued from page 18]

lings and grow them for two years in beds before potting them. The seedlings will have a well-developed root system by the time they are established in 2½-inch pots. The understock is grown in pots for one season and moved to a cool greenhouse during the fall and winter months. Grafting is done after growth has been established in the understock plants.

Mr. Ravenstein recommended the use of a large scion and a simple side graft or veneer graft. In his procedure, grafts are tied, but no wax is applied to the graft union. Grafted plants are put in benches containing sand, peat moss and Styrofoam, where they are buried to a point just above the graft union. Pots are laid at an angle, with the graft on the upper side. Two weeks after grafting, a third of the understock is removed, another third being removed in about two more weeks. Finally, the entire top portion of the understock is removed. The grafts are kept under shade to prevent their drying out during the first season outdoors.

Propagation of spruce by cuttings, the next subject, was treated in a paper prepared by Roy Oliver and Dr. Stewart Nelson, of the central experimental farms, Ottawa, Ont., Canada, and read by Dr. Nelson. He said that spruce is difficult to increase from cuttings, some

varieties more so than others, but that side cuttings are normally more satisfactory than top cuttings. Large cuttings (10 to 20 centimeters in length) were reported better than shorter cuttings.

Use of vermiculite under mist has given good results, according to Dr. Nelson. The use of Hormodin or Chloromone resulted in a better root system, but a lower percentage of rooting under mist. Rooted cuttings should be held in a cold greenhouse for establishment. During the question-and-answer period after the discussion of spruce propagation, it was suggested that tests should be made in grafting of spruce during August and September. Wedge grafting of spruce was also reported as being practiced by some nurseries in France, and a brief discussion was held on the values of bottle grafting of blue spruce in open fields.

Papers read and discussions held during the rest of the program periods covered a wide variety of topics, including the propagation of annuals and perennials, propagating in containers, propagation and culture of broad-leaved evergreens, synthetic aids to propagation, plastic structures, washed-air cooling, dwarfing and hybridizing methods and techniques for producing many special plants. Summaries of these talks will appear in subsequent issues of the American Nurseryman.

#### SMART GIVEN SURGERY

Operated on December 5 because of an obstruction in the intestinal tract, William Smart, Shenandoah Nurseries, Shenandoah, Ia., was hospitalized for 10 days at Colorado Springs, Colo. He planned to recuperate at home until the first of the year, when he expected to resume work. Mr. Smart anticipates being present at the conventions of the Western Nurserymen's Association and Illinois State Nurserymen's Association in January.

**APPROVAL** was recently granted by zoning supervisors for the establishment of a wholesale and retail nursery southwest of Stanton, Calif.

**REMODELING** and expanding its facilities, the Tonica Nursery & Greenhouse, Tonica, Ill., will operate a garden center in a new room recently added to one of its buildings on Route No. 51. Further improvements are to include a new front for another of the nursery's buildings on the highway, a new designing room and installation of cold-storage facilities.

## DON'T FORGET LAST YEAR'S FRIGHTFUL LOSSES FROM WINTER DAMAGE!

Last year, millions of dollars' worth of fine planted stock suffered the abuses of winter burn and sunscald through neglect and ignorance.

Millions of dollars' worth of transplanted and established stock may also succumb this year, through ignorance and neglect! Plantsmen who protected their trees last winter saved thousands of dollars of plant material.

Ever since horticulture became a science, gardeners have looked for a simple way of protecting precious shrubs and trees against the ravages of winter . . . and there was no simple way UNTIL WILT-PRUF CAME ALONG!

#### NOW PLASTICS

Now out of the world of miracle plastics comes a protective coating which, for pennies per application, will resist the nuisances of winter weather without resorting to expensive and bulky wrappings. WILT-PRUF is a harmless plastic liquid, which, when sprayed on plant material, forms a barrier against the cold elements and at the same time retards the shocking water losses and resultant wilt of sun scorch. Similar applications of WILT-PRUF before autumn transplanting assure added plant protection against damage on your fall landscape jobs.

#### BETTER PROTECTION DEMANDED

Homeowners will be seeking a better solution to these winter problems—because of last year's failures! They will ask many questions—they will want *up-to-date* answers! So why not face the facts? Let them know that economical and effective WILT-PRUF is *your* best weapon against fall and winter damage—and theirs! It is also available as a homeowners' item.

WILT-PRUF protects valuable plant material in many other ways. Get all the details now from your nearest WILT-PRUF distributor, or write for nearest distributor.

**NURSERY SPECIALTY PRODUCTS, INC.**  
**CROTON FALLS, N. Y.**

# THIS BUSINESS OF OURS

*Reflections on the Problems of Nurserymen*

*By E. Sam Hemming*

## CLIMATE AND GARDENERS

When we think of climate, it is usually in its relation to plants and hardiness. But climate has a considerable effect on the gardener's attitude toward plants, and it materially affects the design of his garden and the way he uses planting materials.

I have often bemoaned the infrequent use of bedding plants here in the east and the lack of color in the summer garden. More than likely this is a result of the hot summers rather than a lack of an urge to grow these plants. Not only do bedding plants suffer from the hot eastern summers, but also most gardeners leave for their vacations at that time of year.

Adverse growing conditions either discourage gardeners or stimulate them to make an extra effort to grow plants. The intensive use of flowers in northern Europe, which travelers so greatly admire, is probably the result of extra effort to grow things in an area where the winters are long, where light intensity increases brilliance of colors and where heavy population density makes people want to get their hands into at least a little bit of soil and to grow plants. Areas of great density of population in temperate zones, such as England, Holland and Japan, evidence great interest in gardening.

In the mild climate of tidewater Maryland, my own area, it is almost useless to fight the inclinations of the gardeners. The winters are short and moderately cold, the spring is fairly short, the summer is hot (and usually dry) and the autumn is at least four months long. The gardener likes quantities of evergreens for winter color, plenty of spring flowers and as much color as he can get in the fall. In the summer he wants to go fishing, boating or swimming; he does not want to garden.

The climate and locale also influence the design of the garden. Here he likes open spaces, a clear view to the water or shore line and perhaps a screening from his neighbors, but there is little or no desire for enclosure in the form of the old-fashioned Colonial garden or the modern court, patio or functional unit.

Recently, a homeowner built a

modern home in this land of Colonial styles and hired a landscape architect whose chief interest was contemporary garden design. I was curious to see how he would tackle the problem. After much study he remarked, "In other areas we would design an enclosed unit for a property of this type, but here we will have to let it merge into the surroundings."

Warmer climates also have differing effects on gardeners, particularly in Florida and California, where the growth of plants is so profuse. I recall my father's story of a rich woman gardener who had moved from Pennsylvania to California. She wrote glowing letters of the ease and luxuriance with which plants grew and flowered. But within three years she had returned to Pennsylvania, complaining that gardening in the Golden state became almost boring and that there was no challenge to gardening there.

Gardening in the southeast follows

the pattern mentioned earlier for eastern Maryland. The fall, winter and spring are the colorful seasons, with gardening at a minimum in summer. In the northern states, however, particularly in the middle west, one can have little interest in a winter garden that is covered for several months by a foot of snow, but the cooler summer encourages the growing of plants at that time.

Thus the major interest evident in the north is in deciduous flowering plants and summer-blooming perennials. In addition, the growth and color of the blooms are better in the areas where the light is more intense but the temperature more moderate. It was interesting for me to note, on a recent trip to the city of Quebec, that in the newest part of the city nearly all the homes had sun decks for sunbathing and that the plantings were designed to provide the most color during the relatively brief summers.

Social custom seems to join with climate in influencing the design and nature of certain gardens. This is certainly true of Spanish gardens, both in Spain and in the American southwest, where the enclosed court or patio afforded both seclusion and protection from the heat and determined the nature of the garden. In

## WHITE AZALEAS

Our customers are continually asking us for white azaleas. This one is a very fragrant white with a creamy throat and it blooms about Decoration Day in our territory. Extend your profitable azalea season with this; furthermore, we have never known the buds to be hurt no matter how severe the winter. Put a couple of these under a good customer's kitchen window where she can smell them every time she does dishes and she will be your customer for life.

### AZALEA GHENT DAVIESI

B&B, 15 to 18 ins., \$3.25; 18 to 24 ins., \$4.50

Order direct from this ad, see us at Ohio, Illinois or Michigan convention or send for our list. Trucking can usually be arranged or you may pick up at nursery. No crating or boxing of B&B material.

## THE BOSLEY NURSERY, MENTOR, OHIO

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## JUNIPER GRAFTS

We specialize in grafting of evergreens, heavy scions on strong Virginiana understock, in 2½-in. rose pots. Large assortment.

\$480.00 per 1000; 300 at 1000 rate.

Order now for spring delivery.

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Located 5 miles southwest of Kansas City, Mo.

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Quality and Service

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MENTOR, O.

New 1957-58 listing now available  
Write for yours.



## UNUSUAL ORNAMENTAL MATERIAL

### SPECIMENS

- 125 *Carpinus betulus*, 4 to 5 ft.
- 55 *Carpinus betulus*, 8 to 10 ft.
- 50 *Carpinus betulus fastigiata*, 6 to 8 ft.
- 50 *Crataegus phaenopyrum*, 10 to 12 ft.
- 250 *Crataegus phaenopyrum*, 5 to 6 ft.
- 500 *Euonymus alatus compactus*,  
2 1/2 to 3 ft.
- 85 *Fagus sylvatica asplenifolia*, 3 to 4 ft.
- 175 *Fagus sylvatica purpurea riversi*,  
4 to 5 ft.
- 150 *Magnolia soulangeana*, 5 to 6 ft.
- 100 *Magnolia virginiana*, 5 to 6 ft.
- 100 *Oxydendrum arboreum*, 5 to 6 ft.
- 70 *Picea pungens*, 4 to 5 ft.
- 175 *Pseudotsuga taxifolia*, 5 to 6 ft.
- 1000 *Viburnum*, in variety, 5 to 6 ft.

### TRANSPLANTED SHADE TREES

- 250 *Acer platanoides*, 1 3/4 to 2-in. cal.
- 100 *Acer platanoides* Crimson King, 1 1/2 to  
1 3/4-in. cal.
- 225 *Acer platanoides* Faassen's Black, 6 to  
8 ft.
- 200 *Acer rubrum*, 2 to 2 1/2-in. cal.
- 100 *Acer saccharum*, 1 3/4 to 2-in. cal.
- 75 *Fagus grandifolia*, 6 to 8 ft.
- 125 *Ginkgo biloba*, 2 1/2 to 3-in. cal.
- 100 *Gleditsia triacanthos* Sunburst, 8 to 10  
ft.
- 25 *Liquidambar styraciflua*, 2 to 2 1/2-in.  
cal.
- 50 *Quercus borealis*, 2 to 2 1/2-in. cal.
- 200 *Quercus palustris*, 2 to 2 1/2-in. cal.
- 250 *Quercus fastigiata*, 6 to 8 ft.
- 150 *Tilia cordata*, 6 to 8 ft.
- 75 *Tilia tomentosa*, 8 to 10 ft.

One of our nurseries has been sold—this material must be moved by spring, 1958.  
Attractive prices on truckload lots.

## THE WM. A. NATORP CO.

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Cincinnati 29, O.

Visit our nurseries when in Cincinnati.

the southwest the dry climate forced the greater use of structural material, such as tile, brick, adobe and wood, in garden design, as opposed to the use of plant material alone, which is usual in eastern gardens. While it is only a guess, I assume the giant dimensions of the west and the changing social customs of the population have encouraged the evolution of the Spanish style into the modern or ranch style and have changed the patio into a garden of broader dimensions and outlook.

The urge to grow things seems to be a universal one, and whenever man is placed in an area where the climate is most uncompromising, because of extreme cold, heat or dryness, the greatest effort is often made to grow some plants. E. S. H.

### WISCONSIN CONVENTION

[Continued from page 7]

viewed the accomplishments and proposed improvements in the state nursery laws. Although a bill for revisions in the law died in the last hurried days of the 1957 legislature, another attempt will be made this year to introduce such a bill, Mr. Halliday told the group.

Nurserymen were advised to familiarize themselves with the various plant pests, so that they will be able

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### HANKOW CORKSCREW TREE

(*Salix matsudana tortuosa*)

Unusual landscape addition to tree lawn or shrub border. Branches both large and small grow upward with an exotic corkscrew twist.

A charming hardy Oriental tree that will delight you and your horticulturally interested customers.

	Per Each	Per Dozen
6 to 8 ft.	\$3.50	\$35.00
Pot plant liners, late spring, 1958, \$25.00 per 100.		

### BEARDSLEE NURSERY

PERRY, OHIO

to recognize any trouble as soon as it appears in their nurseries. Japanese beetles were found in three places in the state this year, and even though it appeared that they did not indicate actual infestations, 300-foot areas surrounding the locations were sprayed. Mr. Halliday urged growers to advise his department immediately if they suspect the presence of Japanese beetles.

To prevent blister rust on white pine, he said, there should be a protection zone around the nursery of at least 900 feet, but preferably 1,500 feet, in which all currants and gooseberries are removed or killed. Mr. Halliday warned nurserymen not to break open packages of pesticides and sell them in unmarked contain-

ers. Besides being against the law, this practice renders the nurseryman liable for any damage or injury that may occur through the use of the pesticide.

Thomas Pinney, Evergreen Nursery, Sturgeon Bay, discussed abuses of the reforestation program by the Wisconsin conservation department in an address delivered at the annual business meeting. Mr. Pinney stated that through inadequate investigation of the uses to which its trees are put, the department is actually supplying commercial Christmas tree growers and subdivision landscape men with state-subsidized trees in competition with private industry.

He asserted that the department's

## SPRING, 1958

### A few items in quantity.

Juniper, Pfitzer, 12 to 15 ins., 15 to 18 ins., 18 to 24 ins., 2 to 2 1/2 ft.

#### Other Junipers in variety.

Dogwood White, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.

Dogwood, Pink, 3 to 4 ft., 4 to 5 ft.

Crab Apple, Hopsa and Eleyi, 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.

Crab Apple, Bechtel's Double-Flowering, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft., 5 to 6 ft.

Elm, Chinese, 8 to 10 ft., 1 1/4-in. cal., 1 1/2-in. cal., 2-in. cal., 2 1/2-in. cal.

#### These Elms have unusually straight stems.

Maple, Norway, 8 to 10 ft., 1 1/4-in. cal., 1 1/2-in. cal., 2-in. cal., 2 1/2-in. cal.

Maple, rubrum, 1 1/4-in. cal., 1 1/2-in. cal., 2-in. cal., 2 1/2-in. cal.

Maple, schwedleri, 8 to 10 ft., 1 1/4-in. cal., 1 1/2-in. cal.

Maple, Soft, 8 to 10 ft., 1 1/4-in. cal., 1 1/2-in. cal.

Locust, Thornless, 6 to 8 ft., 8 to 10 ft., 1 1/4-in. cal., 1 1/2-in. cal.

Oak, Pin, 1 1/4-in. cal., 2-in. cal.

Redbud, 3 to 4 ft., 4 to 5 ft.

Thorn, cordata, 4 to 5 ft., 5 to 6 ft., 6 to 8 ft.

Thorn, crugallii, 3 to 4 ft., 4 to 5 ft.

Cornus paniculata, 3 to 4 ft., 4 to 5 ft.

Cotoneaster divaricata, 2 to 3 ft., 3 to 4 ft.

Privet, Amur North, 3-yr., heavy, 12 to 18 ins., 18 to 24 ins., 2 to 3 ft.

Privet, ibolium, 3 to 4 ft., 4 to 5 ft.

Purple Fringe, 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.

Spiraea vanhouttei, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft.

Viburnum dentatum, 3 to 4 ft., 4 to 5 ft.

Weigela rosea, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft.

Forsythia Spring Glory, 3 to 4 ft., 4 to 5 ft.

Forsythia spectabilis, 4 to 5 ft., 5 to 6 ft.

Philadelphus coronarius, 3 to 4 ft., 4 to 5 ft.

Apricots, heavy, XX

Apple, 1-yr., 4 to 5 ft., 5 to 6 ft.

Apple, 2-yr., 11/16-in. cal. and XX

Cherry, Montmorency, 2-yr., XXX, XX, 11/16-in. cal.

Plum and Pear, 2-yr., XX, 11/16-in. cal.

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Alatus

2 to 3 ft., B&B.....\$1.75

3 to 4 ft., B&B.....2.25

4 to 5 ft., B&B.....3.50

Compactus

18 to 24 ins., B&B.....1.25

24 to 30 ins., B&B.....1.50

30 to 36 ins., B&B.....2.25



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LITTLE SILVER, N. J.

production has been expanded far in excess of actual forestry needs. Private growers of conifer seedlings and transplants have almost ceased to exist in Wisconsin, according to Mr. Pinney, and those few who remain have geared their sales efforts to the out-of-state market. Perhaps the worst aspect of the situation, he stated, is the fact that the state sells its output at about one third of the national average price for similar stock.

Mr. Pinney also questioned the effectiveness of the state's reforestation practice of making extensive plantings of only one variety rather than a mixture of trees. Such plantings, he pointed out, can become incubation grounds for large-scale insect infestations. Mr. Pinney urged the members to continue their efforts to obtain appropriate legislation for these circumstances and suggested that the W. N. A. ask the conservation commission itself to comply with the following requests:

(1) That state-produced nursery stock be supplied only for bona fide forestry use; (2) that the department base its prices on an average of national prices in the free market; (3) that a representative of the Wisconsin Nurserymen's Association be invited to sit in on policy discussions in the state nursery system, and (4) that the department enforce more rigidly the provisions governing the use of state-produced nursery stock.

### Dutch Elm Disease

Dutch elm disease was discussed by George Hafstead, also of the state's plant industry division, who said that, although the disease now ranges all the way from the east coast to Missouri and Iowa, his recent tour of the east showed that there are still many stands of elms remaining in states or cities that maintain a definite control program.

Prevention is the best cure for Dutch elm disease, Mr. Hafstead reminded his audience. A good spray program and the removal of all dead elm wood is essential. He added that phloem necrosis kills thousands of trees a year, thus complicating the Dutch elm problem by providing additional breeding places for the elm bark beetle.

The incidence of Dutch elm disease in Wisconsin has risen from 63 cases in 1956 to 370 in 1957, all of them in the seven southeastern counties of the state. This does not mean that the elm bark beetle cannot survive the cold winters in the northern part of the state, as some nurserymen believe. Experiments, in which elm logs infested with the

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TERMS: Cash unless satisfactory credit is established. Packing at cost.

	Per 100	Per 1000
<b>DECIDUOUS SEEDLINGS:</b>		
<i>Acer ginnala</i> (Ginnale Maple) 6 to 12 ins.	\$ 3.00	\$25.00
<i>Acer negundo</i> (Box Elder) 12 to 18 ins.	2.40	20.00
6 to 12 ins.	1.40	12.00
<i>Amelanchier alnifolia</i> (Juneberry) 9 to 12 ins.	6.50	40.00
6 to 9 ins.	4.50	40.00
4 to 6 ins.	3.20	28.00
<i>Ampelopsis veitchii</i> (Boston Ivy) 2-yr., No. 1, S.	30.00	250.00
2-yr., medium, S.	20.00	150.00
<i>Caragana arborescens</i> 6 to 9 ins.	1.70	15.00
<i>Calix occidentalis</i> (Hackberry) 6 to 12 ins.	1.80	15.00
<i>Cercis canadensis</i> (Redbud) 9 to 12 ins.	5.50	50.00
6 to 9 ins.	4.50	40.00
<i>Clematis ligusticifolia</i> 8 to 15 ins., 1-yr.	4.50	40.00
<i>Cornus stolonifera</i> (Dogwood) 12 to 24 ins.	6.00	55.00
12 to 18 ins.	5.00	45.00
6 to 12 ins.	3.00	25.00
<i>Cotoneaster acutifolia</i> 9 to 12 ins.	6.00	55.00
<i>Crataegus arnoldiana</i> 6 to 12 ins.	4.00	35.00
<i>Elaeagnus commutata</i> (Silverberry) 2 to 3 ft.	9.00	85.00
18 to 24 ins.	6.50	40.00
12 to 18 ins.	5.50	50.00
6 to 12 ins.	4.00	35.00
<i>Fraxinus lanceolata</i> (Green Ash) 3 to 4 ft.	5.40	50.00
2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.20	28.00
12 to 18 ins.	2.40	20.00
<i>Gleditsia triacanthos inermis</i> (Thornless Honey Locust) 3 to 4 ft.	8.00	75.00
2 to 3 ft.	5.00	45.00
6 to 9 ins.	1.70	14.00
<i>Wild River Grape</i> No. 1	3.50	30.00
No. 2	2.50	20.00
<i>Lonicera tatarica</i> (Honeysuckle) 6 to 9 ins.	3.20	28.00
4 to 6 ins.	2.50	20.00

## HARDY UNDERSTOCKS FOR THE NORTH

	Per 100	Per 1000
<i>Malus Columbia</i> No. 1	\$5.50	\$50.00
No. 2	4.50	40.00
No. 3	3.00	25.00
<i>Malus Hopsa</i> No. 1	5.50	50.00
No. 2	4.50	40.00
No. 3	3.00	25.00
<i>Malus Manchurica</i> No. 1	5.50	50.00
No. 2	4.50	40.00
No. 3	3.00	25.00
<i>Malus Rosybloom</i> No. 1	5.50	50.00
No. 2	4.50	40.00
No. 3	3.00	25.00

	Per 100	Per 1000
<i>Morus tatarica</i> (Russian Mulberry) 6 to 12 ins.	\$ 1.40	\$12.00
<i>Prunus americana</i> (Native Plum) 1/4-in. cal. No. 1	4.50	40.00
No. 2	4.00	35.00
No. 3	2.90	25.00
<i>Prunus armeniaca</i> (Siberian Apricot) 2 to 3 ft.	8.00	75.00
18 to 24 ins.	4.50	40.00
6 to 12 ins.	2.50	20.00
<i>Prunus besseyi</i> (Western Sand Cherry) 2 to 3 ft.	8.00	75.00
18 to 24 ins.	5.50	50.00
12 to 18 ins.	3.50	30.00
6 to 12 ins.	2.50	20.00
<i>Prunus japonica</i> 18 to 24 ins.	8.00	75.00
12 to 18 ins.	6.00	55.00
<i>Prunus melanocarpa</i> (Chokecherry) 6 to 12 ins.	4.50	40.00
<i>Prunus serotina</i> (Wild Black Cherry) 2 to 3 ft.	5.50	50.00
18 to 24 ins.	4.50	40.00
12 to 18 ins.	3.50	30.00
6 to 12 ins.	2.50	20.00
<i>Prunus tenella</i> (Russian Almond) 18 to 24 ins.	5.50	50.00
12 to 18 ins.	8.00	75.00
<i>Prunus tomentosa</i> (Nanking Cherry) 2 to 3 ft.	14.00	120.00
18 to 24 ins.	8.50	80.00
12 to 18 ins.	6.00	55.00
<i>Pyrus ussuriensis</i> (Korean Pear) No. 1	5.50	50.00
No. 2	5.00	45.00
No. 3	4.50	40.00
<i>Quercus palustris</i> (Pin Oak) 2 to 3 ft.	15.00	140.00
18 to 24 ins.	12.00	110.00
12 to 18 ins.	8.50	80.00
9 to 12 ins.	7.00	65.00
6 to 9 ins.	5.50	50.00
<i>Quercus rubra</i> (Red Oak) 12 to 18 ins.	8.50	80.00
9 to 12 ins.	7.00	65.00
6 to 9 ins.	5.50	50.00
<i>Rhus canadensis</i> (Sumac), three-leaved 6 to 12 ins.	3.50	30.00
<i>Robinia pseudoacacia</i> (Black Locust) 2 to 3 ft.	4.00	35.00
3 to 4 ft.	5.50	50.00
18 to 24 ins.	3.20	28.00
12 to 18 ins.	2.40	20.00
<i>Rosa multiflora</i> (Rose, multiflora) 1/4-in.	5.00	45.00
3/4-in.	3.50	30.00
8 to 15 ins.	2.70	22.00
<i>Syringa vulgaris</i> (Common Lilac) 6 to 9 ins.	3.50	30.00
4 to 6 ins.	2.50	20.00

	Per 100	Per 1000
<i>Ulmus americana</i> (American Elm) 2 to 3 ft.	\$4.00	\$35.00
18 to 24 ins.	3.20	28.00
<i>Ulmus pumila</i> (Chinese Elm) 2 to 3 ft.	4.50	40.00
18 to 24 ins.	3.20	28.00
6 to 12 ins.	1.40	12.00
<i>Shepherdia argentea</i> (Buffalo Berry) 6 to 9 ins.	4.00	35.00

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## LINING-OUT EVERGREENS:

Bare-root.

<i>Admirabilis Creeping Juniper</i> 12 to 15 ins., TTT.	\$0.75	\$0.70	\$0.45
9 to 12 ins., TTT.	.60	.55	.50
<i>Andorra Juniper</i> 15 to 18 ins., TTT.	.75	.90	.85
9 to 12 ins., TTT.	.60	.55	.50
<i>Pfitzer Juniper</i> 15 to 18 ins., TTT.	1.10	1.00	.90
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
6 to 9 ins., TTT.	.46	.40	.35
<i>Gold Tip Pfitzer Juniper</i> 12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
<i>Hetz Juniper</i> 12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
6 to 9 ins., TTT.	.46	.40	.35
<i>Savin Juniper</i> 18 to 24 ins., TTT.	1.45	1.35	1.25
15 to 18 ins., TTT.	1.10	1.00	.90
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
<i>Thuja americana pyramidalis</i> 15 to 18 ins., TTT.	1.10	1.00	.90
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
<i>Woodward Globe Arborvitae</i> 9 to 12 ins., TTT.	.70	.65	.60
6 to 9 ins., TTT.	.46	.40	.35

Each Per 5 Per 100

## CANNED EVERGREENS:

<i>Andorra Juniper</i> 1-gal. can	\$1.25	\$1.10
<i>Irish Juniper</i> 1-gal. can	1.25	1.10
<i>Pfitzer Juniper</i> 1-gal. can	1.45	1.35
<i>Savin Juniper</i> 1-gal. can	1.45	1.35
<i>Juniperus virginiana</i> 1-gal. can 18 to 24 ins.	1.40	1.30
2 to 3 ft.	1.50	1.40
<i>Koster Juniper</i> 1-gal. can	1.45	1.35
<i>Taxus cuspidata</i> 1-gal. can	1.50	1.40
<i>Woodward Globe Arborvitae</i> 1-gal. can	1.25	1.10
<i>Euonymus alatus compactus</i> 1-gal. can	1.00	.90

Canned evergreens packed 5 to a basket.

PROMPTLY AVAILABLE.

bark beetle were placed in cages in Rhineland and several other northern areas, proved that there was 40 per cent emergence of the beetles even after exposure to the severe temperatures which are experienced there. From check logs in the Madison area, the emergence was 60 per cent, but the smaller percentage was still enough to spread the disease.

Although the plant industry division now recommends spraying for Dutch elm disease only at temperatures above 45 degrees, said Mr.

Hafstead, research in progress at Cornell University at far lower temperatures seems promising. Low-temperature spraying would be particularly valuable to Wisconsin, since it would lengthen the period in which spraying may be done. In addition, spraying at lower temperatures would reduce the deaths of songbirds from DDT, which might induce various bird groups to ease their fight against spraying.

Mr. Hafstead added that the elm bark beetles also find the Chinese

elm an acceptable breeding place, making it necessary to destroy dead wood from these trees as well as from American elms.

## Nursery Problems

A general discussion of the problems confronting the small nurseryman was moderated by John Orton, who asked first for opinions on what plants should be grown and how many. Ray Kuhn, of Synnvested & Associates, Glenview, Ill., suggested that there are just three kinds of



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One of 5 blocks of Berryhill's good strain. Heavy, well-filled, generously graded.

Pyramid Arborvitae	Each
3 to 3 1/2 ft.....	\$3.00
3 1/2 to 4 ft.....	3.25
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plants a nurseryman should grow—the plant which he knows best how to grow, the plant which he most likes to grow, and the plant which the public will pay him to grow. To make a profit in the business, the grower should concentrate on the third type, and yet he should allow himself to grow other items simply because he likes them. A man who is doing things he likes is happy in his business and will consequently reflect this pleasure in his dealings with customers.

The question of how to arrange the plants in a nursery and how much space to allow between rows was discussed by several of those present. One member recommended placing trees 10 feet apart in rows 10 1/2 feet wide and growing three rows of a ground cover such as Euonymus vegetus or Euonymus coloratus between every two rows of trees, the ground cover to be sold before the trees get too large.

Wade Kumlien, Janesville, said that at one time the Kumlien Nursery was divided into small sections by grass roadways. Trees were planted at the edges of these roads, where they would be readily accessible. Now, however, the nursery is laid out with 2-year shrubs between the rows of trees, putting the land to maximum use even while providing ease of digging.

Mr. Kumlien commented that when one is calculating the proper width between rows in shrub plantings, he must consider not only the eventual size of the shrubs, but also the tenderness of the plants. Some varieties will be easily damaged when brushed by machinery, while others can survive such treatment. Valuable land should not be allowed to be tied up by one or two unsold specimens. If the cost of transplanting such specimens to a more suitable area is prohibitive, it is far better to remove them completely and let the land earn its keep with another crop. Mr. Kumlien said that his firm will not grow such items as magnolias, which are not hardy in Wisconsin, preferring to buy this stock rather than go to the expense of providing winter protection.

The men participating in the discussion differed as to the type of machinery they preferred. The general conclusion on this matter was that each type of machine is suitable for some particular nursery, and thorough investigation is the only certain way of finding the best one for a specific operation.

Pre-emergence weedkillers were generally acclaimed by the nurserymen, some of whom asserted that

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### JUNIPER

Canaerti      Burki  
Hilli (Dundee)      Schotti  
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Virginiana glauca

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PAINESVILLE, OHIO

they can cut maintenance costs by as much as \$500 or \$600 a year. Crag Sesone was recommended as an excellent pre-emergence material. Discussing the problem of what to do with surplus plant material, Ray Kuhn described a plant inventory system used in Illinois. Under this plan, periodic inventories are taken at participating nurseries, and a master list is compiled of surplus plants that the grower has for sale at retail. Thus, if a nurseryman does not have a certain item for a customer, he can, by referring to the list, tell him where to buy it at retail.

A Wednesday evening fun night and a Thursday evening entertainment and banquet were included in the convention program. In addition, there was a ladies' program, during which the ladies toured the George Watts china shop and the War Memorial building and had luncheon at the Chalet on the Lake.

### MINNESOTA MEETING

[Continued from page 9]

that are convertible to shelves or bulb bins, shadow boxes on walls for showing smaller items and barn-red display tables set outside to hold plants and other merchandise.

Fifteen or 16 per cent of the store space is devoted to gift items; 40 per cent to packaged goods (seeds and fertilizers), and the rest of the area is devoted to plants, tools and outdoor items, such as barbecue grills. Mr. Siebenthaler believes that customers get in the habit of looking for items in their accustomed places and like to find them there; so the arrangement of stock stays very much the same.

The Siebenthaler Co. does not make a practice of holding sales and never uses a sale to get rid of poor materials, as it feels its reputation is more important than moving such items. Mr. Siebenthaler described the firm's own seed and fertilizer packaging — red and white boxes and bags, with "Siebenthaler's" in large blue lettering. These distinctive packages are a trade-mark for the firm and identify the source of the product wherever it is being used.

The nursery business and the garden center have a beneficial effect on each other, Mr. Siebenthaler believes, and there is no conflict between the two. Landscaping materials are not booked in the garden center, but when a customer wants landscaping materials the order is turned over to the landscape salesman, who calls on the customer and so has a chance to sell proper materials and perhaps other items. The physical

## Nursery Liners and Christmas Tree Stock Spring, 1958

	Per 100	Per 1000	Per 1000 for 10,000 or more
<b>Riga Scotch Pine</b>			
* (2-0), 6 to 10 ins.....	\$10.00	\$ 36.00	\$35.00
* (2-0), 4 to 6 ins.....	7.50	26.00	24.00
* (2-0), 3 to 6 ins.....	6.00	24.00	22.00
(2-0), 2 to 4 ins.....	5.00	16.00	14.00
(2-1), 3 to 8 ins.....	10.00	45.00	45.00
<b>Scotch Pine, Auvergne, race Noble</b> (So-called French blue)			
(2-0), 3 to 6 ins.....	7.50	26.00	24.00
<b>Austrian Pine</b>			
(2-0), 3 to 6 ins.....	6.00	24.00	22.00
<b>Douglas Fir, caesia, green to gray</b>			
(2-0), 4 to 8 ins.....	6.00	28.00	26.00
<b>Douglas Fir, taxifolia glauca, green to blue</b>			
(2-0), 4 to 8 ins.....	6.00	28.00	26.00
6 to 10 ins., XX.....	15.00	90.00	....
<b>Colorado Blue Spruce</b>			
* (3-0), 4 to 8 ins.....	9.00	45.00	42.50
(3-0), 2 to 4 ins.....	6.00	26.00	24.00
<b>Black Hills Spruce</b>			
* (3-0), 4 to 8 ins.....	8.00	40.00	37.50
(3-0), 2 to 4 ins.....	6.00	25.00	23.00
<b>White Spruce</b>			
* (3-0), 5 to 10 ins.....	8.00	45.00	40.00
(3-0), 3 to 5 ins.....	6.00	25.00	23.00
<b>Norway Spruce</b>			
(3-0), 5 to 10 ins.....	8.00	45.00	40.00
(3-0), 3 to 5 ins.....	6.00	25.00	23.00
<b>Mugho Pine, Montana</b>			
4 to 6 ins., X.....	25.00	150.00	....
<b>Mugho Pine, Tyrolean</b>			
(2-0).....	5.00	30.00	....
<b>Ponderosa Pine</b>			
(2-0), 2 to 5 ins.....	5.00	22.00	....
<b>Norway Pine</b>			
(2-0), 2 to 4 ins.....	5.00	20.00	....
<b>White Pine</b>			
(2-0), 2 to 4 ins.....	5.00	20.00	....
<b>Taxus cuspidata capitata</b> from seed, sheared			
8 to 12 ins., XX.....	80.00	....	....
6 to 8 ins., XX.....	45.00	....	....
<b>White Birch</b>			
2 to 4 ft., XX.....	75.00	....	....

\*Write for price on 50,000 or more.

TERMS: Cash with order, please, or 1/3 deposit, balance before shipment. 50 at 100 rate, 500 at 1000 rate, all seedlings sold in multiples of 50, all transplants sold in multiples of 10. Minimum order \$10.00. Packing charges included in price of trees.

## MATTHEWS NURSERY

Harbor Springs, Mich.

Telephones: 123, 48 or 732

setup at Siebenthaler's garden center was carefully worked out. Well-drained, crushed rock walks, easily cleaned with a rake, separate the selling beds. Covered walks allow customers to walk out to the selling beds to choose items without getting wet on rainy days.

### Record System

A daily inventory sheet is used to give basic information on materials purchased, the number of sales for the day (divided into cash, charge

and commission sales) and type of material sold. Totals from the cash registers give a complete report for each day. Advertising done each day, the weather and the number of miles the delivery truck traveled are also included. Once a month these totals are tallied. Such complete records enable the management to see at a glance any areas of inefficiency. Mr. Siebenthaler concluded his talk with a series of colored slides of Siebenthaler's garden center in operation. Dr. Richard P. White, executive

## WE STILL CAN SUPPLY THE FOLLOWING:

	Per 100	Per 1000
<b>Tilia cordata</b> (Little-Leaved Linden)		
12 to 18 ins. ....	\$15.00	\$125.00
6 to 12 ins. ....	12.50	100.00
3 to 6 ins. ....	10.00	75.00
<b>Washington Hawthorn</b> , 2-yr., root-pruned ( <i>Crataegus phaenopyrum</i> , <i>C. cordata</i> )		
12 to 18 ins. ....	22.50	200.00
9 to 12 ins. ....	15.00	125.00
6 to 9 ins. ....	7.50	65.00
<b>Viburnum tomentosum</b> (Doublefile Viburnum)		
12 to 18 ins., T. ....	17.50	.....
12 to 18 ins., S. ....	15.00	125.00
6 to 12 ins., S. ....	10.00	85.00
<b>Sorbus aucuparia</b> (European Mountain Ash)		
6 to 12 ins. ....	7.50	65.00
<b>Prunus tomentosa</b> (Nanking Cherry)		
12 to 18 ins. ....	12.50	100.00
<b>Viburnum dentatum</b>		
12 to 18 ins. ....	12.50	100.00
6 to 12 ins. ....	8.50	75.00
<b>Viburnum lentago</b>		
6 to 12 ins. ....	8.50	75.00
3 to 6 ins. ....	5.00	35.00
<b>Cornus florida</b>		
6 to 12 ins. ....	7.50	60.00

## NEWPORT NURSERY CO.

Newport, Mich.

### QUALITY STOCK

Can ship now or book your order for spring.

<b>Andorra Juniper</b> Each ( <i>Juniperus horizontalis plumosa</i> ) 6 to 10 ins. ....	\$0.05
<b>Burk Juniper</b> ( <i>Juniperus virginiana burki</i> ) 6 to 12 ins. ....	.14
<b>Pfitzer Juniper</b> 6 to 10 ins. ....	.08
<b>Forsythia Lynwood Gold</b> 6 to 10 ins. ....	.05
<b>Forsythia Spring Glory</b> 6 to 10 ins. ....	.04
<b>Euonymus patens</b> Small, medium or large-leaved 6 to 10 ins. ....	.04

All above are outdoor plants in full sun. Shipment any time.

See classified ad under lining-out stock for other items. Less than 300, total order, add 2c per plant.

**McININCH GREENHOUSES**  
St. Joseph, Mo.

### IRIS OCHROLEUCA

\$15.00 per 100.

Write for quantity quotation.

**Kingwood Nurseries**  
Mentor, O.

### EVERGREEN LINERS

Heavy, rooted, 2 1/4-in. pots.  
Spring, 1958, delivery.

ARBORVITAE	100	1000
American Dark Green. ....	\$20.00	\$175.00
Globe Woodward ....	20.00	175.00
Pyramidal ....	20.00	175.00
JUNIPER		
Andorra ....	20.00	175.00
Hetzl ....	20.00	180.00
Pfitzer ....	25.00	200.00
Savlin ....	20.00	180.00
Siberian ....	20.00	180.00

### EVERGREEN SEEDLINGS

Stock grown on sandy loam,  
good, heavy, fibrous roots.

Arborvitae, American	100	1000
4 to 6 ins., 2-yr. ....	\$4.00	\$35.00
6 to 9 ins., 2-yr. ....	5.00	45.00
Pine, Austrian		
6 to 9 ins., 2-yr. ....	5.00	45.00
Pine, Mugho		
2 to 4 ins., 2-yr. ....	4.00	35.00
4 to 6 ins., 3-yr. ....	5.00	45.00
Pine, Ponderosa		
6 to 9 ins., 2-yr. ....	4.50	40.00
9 to 12 ins., 3-yr. ....	5.50	50.00
12 to 18 ins., 3-yr. ....	6.50	60.00
Spruce, Colorado Blue		
4 to 6 ins., 2-yr. ....	5.00	40.00
2 to 4 ins., 3-yr. ....	4.00	35.00

**THE LAKE CITY NURSERIES, INC.**  
LAKE CITY, MINN.

### ILEX ROTUNDIFOLIA

Heavily rooted, field-grown shrubs.  
Bare-root only.

	Per 100	Per 1000
8 to 10 ins. ....	\$40.00	\$350.00
10 to 12 ins. ....	50.00	450.00
12 to 16 ins. ....	75.00	675.00

**BEARDSLEE NURSERY** Perry, O.

secretary of the American Association of Nurserymen, discussed the probability that the emphasis, rightfully he believes, in the next Congress will be on missile development, defense and foreign aid, making it more difficult to obtain funds for research, for the National Arboretum and for other projects which affect nurserymen.

### Highway Planting

The A. A. N. office is promoting the planting of areas adjoining highways under the "Plant America" program. Construction engineers are beginning to realize that vast plantings of shrubs away from the riding surface will reduce maintenance problems, provide cover for wildlife and food for birds, prevent erosion and provide variation and beauty of scenery, which will give pleasure to the road users. Landscaping plans should be made at the time the road is planned. The use of plant materials in roadside plantings to protect real-estate values, effect sound abatement and provide safety factors was also discussed.

Dr. White reported on the industrial planting competition this year, in which there were 67 entries and a great increase in quality over other years. He said the trend to larger families will produce a need for larger homes with good landscaping. There will be 2,000,000 new houses started each year beginning in 1961, Dr. White predicted, all of which will need landscaping. He also predicted that there will be no real recession in the years ahead, since the federal reserve bank and other agencies of the government have built so many checks and balances into the nation's economy.

### NEBRASKA MEETING

[Continued from page 13]

tageous, he pointed out. Often it is better to save the higher deductions for later years when more income is realized from the purchase of the equipment. Mr. Moseman advised that once the straight-line method has been adopted, a switch to the declining method cannot be made, but if the declining method has been employed, one can change to the straight-line method.

Making predictions on changes in the laws which may come up in the next Congress, Mr. Moseman pointed out the new line on the 1957 income tax return for listing traveling and entertainment expenses. He said this will not be required for 1957, but the government has cautioned people to keep records in case this regulation is instituted next





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—Finest Miami Valley Grown Stock—

## Small Fruits

### Complete List of

#### Berry Plants

Currants — Gooseberries

Asparagus — Rhubarb

### —EXTRA SPECIAL—

**Euonymus carrierei and Newport B&B Specimen**

15 to 18 ins., \$1.00 each  
18 to 24 ins., \$1.25 each  
Write for Bare-Root Prices

We will appreciate your visit to our nursery; otherwise check our Trade List for prices on evergreens.

## Evergreens

**Specimen Plants for  
Landscaping  
or Garden Center Sales—  
Excellent Color—  
Solid Clay B&B**

## Special

(1000 rate 50 each less)

	Each	100 rate
Barberry, red, 18 to 24 ins. ....	50	\$0.40
24 to 30 ins., heavy .....	50	
Caryopteris incana, 2-yr., field, No. 1 ..	35	
Forsythia Arnold Dwarf, 18 to 24 ins. ....	40	
Forsythia Lynwood Gold, 3 to 4 ft. ....	50	
Forsythia spectabilis, 3 to 4 ft. ....	45	
Hamamelis vernalis, 3 to 4 ft. ....	50	
Hypericum kalmianum, 18 to 24 ins. ....	40	
Ligustrum, Regel's, 18 to 24 ins. ....	30	
24 to 30 ins. (True Type) .....	40	
Lonicera Clavay Dwarf, 15 to 18 ins. ....	35	
Lonicera fragrantissima, 2 to 3 ft. ....	45	
Lonicera Gold Flame (Vine No. 1) ..	35	
Lonicera zabeli, red, 3 to 4 ft. ....	45	
4 to 5 ft. ....	50	
Philadelphus Belle Etoile, 3 to 4 ft. ....	60	
Philadelphus virginalis, 3 to 4 ft. ....	50	
Rhodotypos kerrioides, 3 to 4 ft. ....	50	
Salix caprea, 4 to 5 ft. ....	40	
(Large French Pussy Willow)		
Spiraea Anthony Waterer, red, .....	35	
15 to 18 ins. ....	45	
18 to 24 ins. ....	50	
Spiraea arguta, 3 to 4 ft. ....	50	
(Snow Garland Spiraea)		
Spiraea vanhouttei, 3 to 4 ft. ....	40	
Syringa vulgaris, purple and white, ..	50	
2 to 3 ft. ....	50	
Viburnum lantana, 3 to 4 ft. ....	55	
Viburnum prunifolium, 3 to 4 ft. ....	50	

## Lining-Out Stock

	Each	1000 rate
Barberry, Crimson Pygmy .....	30	\$0.25
3 to 4 ins., 2-yr., T. ....		
Euonymus alatus compactus .....	16	
4 to 6 ins., 2-yr., T. ....		
Koeleria paniculata .....	16	
(Golden-Rain Tree)		
12 to 18 ins., 2-yr., S. ....	30	
18 to 24 ins., 2-yr., S. ....		
Ligustrum Vicary Golden .....	07½	
(True Dwarf Type)		
Rooted cuttings .....	16	
Field liners, 6 to 10 ins. ....	12½	
Philadelphus aureus .....	12½	
2-in. pots .....	16	
Prunus subhirtella pendula .....	12½	
(Weeping Cherry)		
12 to 18 ins., S. ....	17½	
18 to 24 ins., S. ....	30	
2 to 3 ft., S. ....	04	
Prunus tomentosa .....	05	
4 to 6 ins., S. ....	10	
6 to 9 ins., S. ....	16	
Spiraea Anthony Waterer .....	18	
4 to 6 ins., T. ....	22½	
Viburnum carlesii .....	12	
4 to 6 ins., S. ....		
6 to 9 ins., S. ....		
9 to 12 ins., S. ....		
Viburnum opulus sterile .....		
(Common Snowball), 2-in. pots ..		
<b>EVERGREENS</b>		
Taxus capitata .....	27½	
3-yr., S., T., 6 to 9 ins. ....	32½	
9 to 12 ins. ....		

Send for Complete Trade List and Prices of Fruits, Ornamental Shrubs, Vines, Evergreens, Special Mail-Order Items and Lining-Out Stock.

year. The tax authorities are disallowing deductions for wives of businessmen when the wife is not instrumental in running the business.

Mr. Moseman believed the controversy over the salvage value of a piece of equipment would be eliminated, and talk has been heard about the possible elimination of income splitting between man and wife, which is prevalent in many states.

Since there is a need for more government income, and taxes cannot be raised, intensified efforts will be made to plug loopholes in the tax laws in order to bring added income for the government, concluded Mr. Moseman.

## Irrigation

Talking on "Sprinkler Irrigation of Nursery Stock," Tuesday morning, December 9, was Dick Hanson, Rainey Sprinkler Sales, Peoria, Ill. He said that nurserymen should think of irrigation as a practice of controlling water—not only of supplying it, but in keeping water at an optimum level. For most efficient and profitable production of plants, all factors in growing need to be controlled.

In Nebraska, he related, the soil

## LINING-OUT and FINISHED STOCK

Ask for List

## THE COTTAGE GARDENS

Our 34th Year

Nick I. W. Kriek—Harold E. Hicks  
LANSING 17, MICH.

generally has a good water-holding capacity. Approximately one and one-half to two inches of water can be put on the soil, and it will wet it to a depth of one foot. The rooting depth of most plants is 18 to 24 inches, he said; so three inches of water can be maintained in that depth. Irrigation should take place when 50 to 70 per cent of this stored water is used.

He pointed out that slower applications of water will lessen runoff;

## Wisconsin Grown and Propagated EVERGREEN LINERS

See our classified list under evergreen liners.



P. O. Box 1747

MILWAUKEE, WIS.

therefore, smaller and lower-pressure sprinklers are better when it is windy. He stated that the higher the operating pressure is, within the limits used, the better is the distribution.

Portable systems have a lower initial cost, said Mr. Hanson, but result in added labor cost. A permanent main line is used in the majority of cases, with the lateral lines being portable.

It was pointed out by a nursery-

# Time to order **CHAMPION** **POT-GROWN CONIFERS**

*-it's  Juniper Jubilee*

Right now is the best time to order your conifers. Shipping costs are low—packing is free! Pot-grown, hardy specimens suffer no root disturbance. Delivered in original, scientifically balanced growing soil. Less loss than with bare root varieties. Carefully pruned for proper branch growth by expert MN hands. Ready to flourish. Grow them on in the field or larger containers.

Junipers are a steady, *dependable* profit. But you can't sell them if you haven't got them—so order your pot-grown champion conifers today.

This year it's MN junipers for *your* profit jubilee!

## YES, WE WILL RESERVE STOCK!

If you have an open account with us or remit a 20% deposit, we will save the varieties you want in the exact quantities you need now or for spring delivery. Minimum order is 100 plants, 25 of a variety. You are invited to open an account.

## QUANTITY DISCOUNTS

1000 PLANTS 10% • 500 PLANTS 5%

These discounts apply if the following requirements are met:

- All plants must be of one variety.
- All plants must be of one size.
- All plants must be shipped at one time.

Shipping costs are low! For example a 2¼" liner can be delivered to a nursery in Chicago for only 3¢.

**BE SURE YOU GET YOUR ORDER IN TODAY!**



# MONROVIA NURS C

P.O. BOX Q, AZUSA, CALIFORNIA





	2 1/4" Pot	3" Pot		2 1/4" Pot
<i>Juniperus chinensis armstrongii</i> (3)	.20	.35	<i>Juniperus communis ashfordi</i> (4)	.20
ARMSTRONG JUNIPER... Showy semi-erect conifer with a symmetrical birdnest like habit of growth. Attractive light green foliage.			COLUMNAR JUNIPER... With grayish-green upper surface marked by broad white bands. The underside are a silvery-green.	
<i>Juniperus chinensis keteleeri</i> (4)	.25	.45	<i>Juniperus communis Hibernica Fastigiata</i> (6)	.18
KETELEER JUNIPER... Bright green loosely arranged foliage on ascending branches create a desirable upright shape.			TRUE IRISH JUNIPER... Showy compact Juniper requiring no shearing to keep its handsome columnar shape. Fine foliage blue-green in color.	
<i>Juniperus chinensis pfitzeriana</i> (3)	.18	.35	<i>Juniperus communis suecica nana</i> (3)	.20
PFITZER JUNIPER... Handsome, feathery, gray-green foliage covers arching picturesque branches as it develops a showy spreading form.			SWEDISH JUNIPER... Picturesque upright Juniper having blue-green foliage. Very compact and neat appearing.	
<i>Juniperus chinensis pfitzeriana Blue</i> (3)	.20	.35	<i>Juniperus horizontalis plumosa</i> (3)	.20
BLUE PFITZER... We believe this strain to be superior to any Blue Pfitzer with its soft silvery-blue foliage combined with its handsome spreading form.			ANDORRA JUNIPER... Snowy grayish-green in summer, turn to rich plum color with cold weather. A popular low spreader.	
<i>Juniperus chinensis pfitzeriana compacta</i> (3)	.20	.35	<i>Juniperus sabina tamariscifolia</i> (4)	.25
COMPACT PFITZER... Very compact dwarf type of Pfitzer's Juniper. From our experience this has proven to be the best Compact Pfitzeriana with its graceful arching branches being very dense; gray-green in color.			TAMARIX JUNIPER... The favorite of low spreading Junipers, very hardy and useful for ground cover. Showy blue-green foliage.	
<i>Juniperus virginiana burki</i> (2)	.25	.45	<i>Juniperus virginiana glauca</i> (2)	.25
BURK RED CEDAR... Hardy columnar Juniper with a dense steel-blue foliage. In the fall with cold weather it turns to a deep plum shade in color.			SILVER RED CEDAR... One of the finest and hardiest with its feathery silver-blue foliage. A shapely upright Juniper.	
			<i>Juniperus virginiana kosteri</i> (2)	.20
			KOSTER RED CEDAR... A spreading Juniper with bluish-green foliage on rather long stiff branches.	

NOTE: The number following the name refers to MN Hardiness Guide in MN catalog. Check here for minimum temperatures. Do you have the new MN catalog for 1958? Write today on your letterhead for your FREE copy. Lists and describes over 1200 varieties of container grown ornamentals. Many in full color.





## LINING-OUT EVERGREEN STOCK

Spring, 1958, Delivery

	Per 100	Per 1000
<b>Buxus sempervirens</b>		
1-yr. pots, 4 to 6 ins.	\$20.00	\$175.00
2-yr. pots, 4 to 6 ins.	22.50	200.00
2-yr. pots, 6 to 8 ins.	25.00	225.00
3-yr. pots, 6 to 8 ins.	27.50	250.00
<b>Buxus koreana</b>		
1-yr. pots, 3 to 4 ins.	22.50	200.00
2-yr. pots, 3 to 5 ins.	25.00	225.00
3-yr. pots, 3 to 6 ins.	27.50	250.00
<b>Euonymus radicans vegetus</b>		
1-yr. pots, 6 to 10-in. stems	18.00	175.00
<b>Euonymus radicans erectus</b>		
1-yr. pots, 6 to 10-in. stems	17.50	150.00
<b>Hedera helix</b> (Hardy Baltic Ivy)		
1-yr. pots, 8 to 10-in. stems	12.00	115.00
2-yr. pots, 10 to 12-in. stems	15.00	125.00
<b>Juniperus pfitzeriana</b>		
2-yr. pots, 8 to 10 ins.	22.50	200.00
3-yr. pots, 8 to 10 ins.	25.00	225.00
2-yr. TT. in field	37.50	350.00
<b>Mahonia aquifolium</b>		
1-yr. pots, 3 to 6 ins.	22.50	200.00
<b>Pyracantha royleana</b>		
1-yr. pots, 8 to 12 ins.	17.50	.....
<b>Pyracantha coccinea lalandi</b>		
1-yr. pots, 6 to 10 ins.	22.50	200.00
<b>Taxus cuspidata</b> (Spreading Yew)		
1-yr. pots, 6 to 8 ins.	20.00	185.00
2-yr. pots, 6 to 8 ins.	22.50	200.00
3-yr. pots, 6 to 10 ins.	25.00	225.00
3-yr. TT. light, 8 to 10 ins.	37.50	350.00
3-yr. TT. heavy, 8 to 10 ins.	45.00	.....
<b>Taxus hicksii</b> , upright growing		
1-yr. pots, 6 to 9 ins.	22.50	200.00
<b>Viburnum tomentosum plicatum</b>		
1-yr. 2 1/2-in. pots	\$4.50 per 10; 40.00	.....
<b>Quercus shumardi</b> —		
Red Oak Seedlings.	Per 100	
12 to 15 ins.	\$12.00	
15 to 18 ins.	15.00	
18 to 24 ins.	20.00	
24 to 30 ins.	25.00	
2 to 3 ft. whips	30.00	
3 to 4 ft. whips	35.00	

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**FLORAL GARDENS NURSERY**  
Eaton, O.

## COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade  
Trees, Roses and Lining-out Stock.

Write for complete list.

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ONARGA, ILL.

**Peach**  
**Hydrangea P. G.**  
**Hydrangea P. G. (Tree Form)**  
**Ornamental Trees**  
**Grapevines, 1-yr. and 2-yr.**

Thorne Brewster

**WILLOWBEND NURSERY**  
PERRY, O.

man in the audience that irrigating right after planting will aid in producing a good stand. Mr. Hanson related that his company had sprinkler heads which could swing through any degree of arc in both the upright and inverted position. The latter type, which can be regulated to a 180-degree arc, he said, is valuable for use in overhead irrigation near the edges of lath areas.

### Panel Discussion

Completing the education portion of the program was a panel discussion held Tuesday afternoon, December 10. Serving as moderator was Robert E. Campbell, Campbell's Nurseries, Lincoln, while members of the panel included Wayne Whitney, extension horticulturist; Dr. John Weihsing, extension plant pathologist, and Robert Roselle, extension entomologist, all of the University of Nebraska.

A disease referred to as "melting out" is common in Nebraska lawns, related Dr. Weihsing. It is believed the disease is nurtured by moist conditions; so it is possible that removing clippings and mowing grass lower for more aeration will be beneficial. Captan and zineb used in high-pressure spraying will help to control the disease, he said. Marion bluegrass is very susceptible to rust in the Lincoln, Neb., area, related Dr. Weihsing. Protective sprayings with zineb or acti-dione can be employed.

European elm scale is prevalent in Nebraska, stated Mr. Roselle. Dormant oil sprays applied in March are helpful, using three gallons miscible oil spray to 100 gallons of water. In late July and early August, a solution of four pounds of 25 per cent wettable powder of malathion and three pounds of 50 per cent wettable DDT powder in 100 gallons of water can be used against crawlers.

Oyster-shell scale on lilacs is serious at Lincoln, he related. A spray of two pints of 57 per cent malathion emulsified in 100 gallons of water should be applied when the eggs hatch about June 1 and again 14 days later.

For pine-leaf scale, liquid lime sulphur can be employed in March—one part to nine parts of water. Malathion also can be used the latter part of March. To control tip moth on pines, three to six pounds of 50 per cent wettable DDT powder to 100 gallons of water can be applied in May and the latter part of June.

The convention was officially

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Headquarters for quality items  
you do not find in most catalogs.

**GRAFTS, TRANSPLANTS,  
FINISHED EVERGREENS,  
SHRUBS, SHADE TREES  
AND VINES.**

(Our Specialties)

**Euonymus radicans erectus**, 12 to 18 ins.

**Mentor Barberry**, 1-yr., T.

**Deutzia gracilis**, 1-yr., T., and 2-yr., T.

**Taxus**, 1-yr., pots, and 2-yr., pots.

**JUNIPER—Pfitzer**, Compact Pfitzer, hetzi, 1-yr., T. and pots, and 2-yr., T. and pots.

**Shrubs**, in variety, 1-yr., pots, and 1-yr., T.

**Hardwood Cuttings**, 1-yr. and 2-yr.

**Seedlings**, 1-yr. and 2-yr.

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All trees are full-headed and low-branched as Sweet Gum should be grown.

Come by and select your plants, or order a truckload straight or mixture with our other good stock.

	10 rate	100 rate
5 to 6 ft., B&B .....	\$ 3.00	\$ 2.75
6 to 8 ft., B&B .....	5.00	4.75
8 to 10 ft., B&B .....	7.50	7.00
1 1/2 to 2-in. cal., B&B ..	12.00	11.50
2 to 2 1/2-in. cal., B&B ..	15.50	15.00

## FORREST KEELING NURSERY

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Phone: TWinoaks 8-5571

Hugh Stevenson, Prop.

Ralph Shugert, Sales Mgr.



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#### DAPHNE CNEORUM (Garland Flower)

This beautiful evergreen subshrub is acclaimed by leading horticulturists as the finest available in its category. Unexcelled as an edging or specimen in front of foundation plantings. Highly scented, rose-pink flowers cover the foliage in spring, bloom intermittently in summer and quite fully again in autumn. The plant itself never grows taller than 8 to 10 ins. Our strain has proved hardy and easy to grow. Complete planting directions furnished with each shipment. The material supplied is ideal for potting, canning or lining out in the field. Every year is a sellout, so order now to avoid disappointment.

2-in. pots .....	Per 10, \$3.00; Per 100, \$25.00
1-yr., 6 to 9 ins. ....	Per 10, \$4.00; Per 100, \$35.00
1-yr., 9 to 12 ins. ....	Per 10, \$5.00; Per 100, \$45.00

#### HARDY CHRYSANTHEMUMS

Our list contains the newest and best varieties available in the country. Plants furnished are fully developed, field-grown clumps, ideal for use as stock plants for your propagations. Write for our complete list of Mums and fine perennials.

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THE JOSEPH F. MARTIN CO., INC.

Painesville, O.

called to order Monday morning, December 9, by Don Goodmundson, Williams Nurseries, Lincoln, president of the Nebraska association. After James Elliott had read the minutes of the previous meeting and the treasurer's report had been heard, various committee reports were presented.

Delivering the public relations committee report was Gus Gritzmacher, Plumfield Nurseries, chairman. He stated that after 10 to 12 years of constant determination on the part of the committee, two of the chief projects had been accomplished. The state now has a state landscape architect and also a state forester. Although the present conservation reserve program may demand too much of Karl Loerch's time, it is felt that the state forester will be able to get things organized to cover the state and be of good service to the nurserymen. Work, related Mr. Gritzmacher, is being done on getting tree surgeons in the state certified, but little success has been met in the past two years.

#### Legislative Report

Vernon Marshall, Marshall Nurseries, Arlington, reported as chairman of the legislative committee. He related that as a result of the plans formulated by the United States Department of Agriculture regarding the planting of trees in soil bank acres, a meeting was called by the American Association of Nurserymen of a group of nurserymen designated as the Plains states forestry committee. A joint meeting was

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Illinois-grown, transplanted, well sheared, well dug.  
All hand dug, B&B, with digging forms, assuring uniform solid balls.

SPREADING JUNIPERS: to 3 to 4 ft.

Pfitzer, Pfitzer Compact, Glauca hetzi, Andorra.

UPRIGHT JUNIPERS: to 6 to 7 ft.

Keteleeri, Burki, Glauca, Virginiana.

SHADE TREES:

Sweet Gum, Sycamore, Green Ash, Tulip Poplar.

FLOWERING TREES:

Pink and White Dogwood, Redbud, Magnolia, etc.

BROAD-LEAVED EVERGREENS:

Mahonia aquifolium, Barberry julianae

Ilex bullata, I. rotundifolia, I. crenata,

I. East Palatka, I. Hume, I. opaca

Euonymus Sieboldianus, E. radicans erectus, E. Sarcocoe, etc.

NORTHERN-GROWN, FAR ENOUGH SOUTH FOR EARLY SPRING DELIVERY.

ECONOMICAL TRUCK DELIVERY CAN BE ARRANGED.

**H. B. HARTLINE FARM**

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Gardens

held October 11, 1956, of members of this committee and government officials, to discuss the matter of forest tree seedlings to be used in the proposed tree-planting program of the Department of Agriculture.

The committee was assured that the government did not plan to produce seedlings. When the federal budget appeared, over \$15,000,000 was requested by the United States forest service for the production of seedlings. This was done in spite of a survey of commercial nurseries in the area which showed they could supply the seedlings required.

On March 1, 1957, a letter was

sent out by the legislative committee, pointing out this reversal of plan and requesting all members of the association to write their Senators and Congressmen to vote against these budget proposals. On April 11, a second letter was mailed, with the same communication. As a result of these actions, the appropriations, except one providing funds for the production of Clark-McNary seedlings in state nurseries, were eliminated.

#### Highway Committee Report

Reporting as chairman of the highway planting committee, Mort

## JANUARY SPECIALS

Minnesota New Cherries—Meteor and North Star		
	Per 10	Per 100
1 1/16-in. cal. ....	\$12.50	\$120.00
9/16-in. cal. ....	10.00	95.00

### Hardy Fruit Understock

#### American Plum

No. 1 3/16-in. cal. and up .....	4.00	33.50
No. 2 2/16 to 3/16-in. cal. ....	3.00	24.00
No. 3 about 2/16-in.	2.40	19.50

#### Hardy Crab Apple, *Pyrus baccata* and Manchurian Crab Apple

No. 1 3/16-in. cal. and up .....	4.50	40.00
No. 2 2 1/2/16-in. cal. and up .....	3.50	30.00
No. 3 about 2/16-in. cal. ....	2.50	20.00

Complete list out January 6.

Canada Red Rhubarb		
	Per 100	Per 1000
No. 1 div. ....	\$30.00	\$250.00
Medium .....	20.00	180.00

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Alpine Currant		
18 to 24 ins. ....	70.00	650.00
American High-Bush Cranberry		
2 to 3 ft. ....	50.00	480.00
3 to 4 ft. ....	60.00	580.00
Forsythia Lynwood Gold		
2 to 3 ft. ....	50.00	480.00
3 to 4 ft. ....	60.00	580.00
Viburnum lantana		
2 to 3 ft. ....	55.00	500.00
3 to 4 ft. ....	65.00	600.00
4 to 5 ft. ....	80.00	750.00
Cotoneaster acutifolia, S.		
	Per 1000	Per 10,000
6 to 9 ins. ....	\$50.00	\$450.00
4 to 6 ins. ....	35.00	285.00

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Cooper, Plumfield Nurseries, Fremont, stated that the first step believed essential by the committee was to get a state landscape architect hired and then work through him for the development of highway planting plans. Working toward this goal, the committee met with the state engineer in December, 1956. Since the present plan for landscaping consisted of little more than sodding and seeding of shoulders, the possibility for more highway landscape development was discussed. The state engineer felt any such landscaping program would cost a minimum of \$50,000 and with the amount of money now being spent on highways by the state of Nebraska, he could not justify such an expenditure. He emphasized that he had received only one request for landscape plans in the past six years.

After the committee pointed out the benefits of highway planting and the advantages of having a landscape engineer, the state engineer revealed there were funds available for this position. As a result of the meeting, Mr. Cooper related that he wrote to Kansas State College and talked with Professor Rothacker at Iowa State College and, with continued work, Ted Wilding was appointed to the position of highway landscape architect July 8, 1957.

### Added Reports

Added reports were heard during this business session. One on spray information, by Harvey Williams, indicated that oyster-shell scale, bagworm and red spider mite are all serious in the Lincoln area.

James Ager, superintendent of the Lincoln park department, reported that Dutch elm disease had now reached Iowa and Kansas and predicted it would reach Nebraska in two to five years. A meeting of mayors and other representatives of cities in Nebraska will be held about March 1, at Omaha, to discuss the threat of the Dutch elm disease. Mr. Ager reported an increase in the number of transient tree sprayers and urged the adoption of a licensing bill. However, such a law as there has been in Omaha since 1941 is only as strong as its enforcement, he commented.

The legislative committee was instructed to look into the matter of obtaining a licensing act for tree surgeons in Nebraska.

Dr. R. P. White appeared briefly on the program to talk about the American Association of Nurserymen and its many services to its members. He pointed out the news-letter, the merchandising and sales bulletin and



All of our cuttings are rooted in soil. As soon as they root, they usually begin to make some new growth—often a great deal—and always begin to develop a hard, secondary root system. After a few months many are about equal to light bed-grown liners, although we continue to call them rooted cuttings.

So that you can judge what we are offering, we give the month in which the cuttings were rooted. That is, "RC June 57" would mean cuttings rooted during June, 1957, which have been growing in the soil in which they were rooted ever since. The amount of growth and the development of the root system will be in proportion to the time that has elapsed since they were rooted.

All plants go through our normally severe winters outside, so you can depend on receiving thoroughly hardened and dormant liners. However, spring does come early here. Some varieties will show activity by March 10 and nearly all begin some growth by the first of April, so please order early.

BG—bed-grown RC—rooted cuttings  
FG—field-grown Mo., Yr.—date rooted  
T—transplanted S—seedling

**Berberis Crimson Pigmy**—BG, liners, 6 to 8 ins., 25c.

**Berberis julianae**—The hardest evergreen barberry—RC, July 57, 9c.

**Berberis julianae nana**—Compact growth, darker green leaf, often called "BPI"—RC, July 57, 10c.

**Berberis mentorensis**—RC, July 57, 7c; per 1000, 6c; BG, 9 to 12 ins., 12c.

**Chaenomeles** (Flowering Quince)—Both on own root from softwood cuttings. No suckering from these plants.

**Nivalis**—The best of the white-flowering quinces—BG, liners, 6 to 12 ins., 15c; 12 to 18 ins., 24c.

**Texas Scarlet**—The best for canning because of the profuse red flowers on a compact low plant—BG, liners, 6 to 12 ins., 20c.

**Cherry Laurel**—See *Prunus*.

**Cydona**—See *Chaenomeles*.

**Hex cornuta burfordii**—RC, July 57, heavy, 6 to 12 leaves, 8c.

**Hex cornuta femina**—RC, July 57, heavy 6 to 12 leaves, 8c.

**Hex crenata convexa** (bullata)—RC, July 57, 7c.

**Hex crenata hetzi**—RC, July 57, 8c.

**Hex crenata rotundifolia**—RC, Aug. 57, 7c.

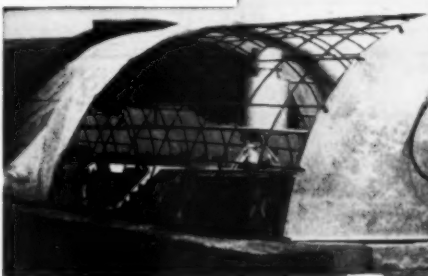
**Hex opaca** (American Holly)—Northern types—No southern hybrids. Guaranteed female and guaranteed male from cuttings, BG, liners, 4 to 6 ins., 17½c; 15 to 30 ins., for canning in gallon cans, mostly single stem, some lightly branched, 50c. *Hex opaca* shipped only on March 1, 1958 (because that is the very best time to move American Holly). Also see plantainer can list.

**Laurocerasus**—See *Prunus*.

**Mahonia bealei**—1-yr., seedlings, growing in outside beds, just right for potting, 6c; BG, 2-yr., 4 to 6 ins., 11c.

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### IN PLANTAINER CANS

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**Viburnum juddi**—A luxury item for your discriminating trade.

**Juniperus hetzi**—Good full plants.

**Hex vomitoria**—With red berries.

**Osmanthus americana**—Uniform plants from cuttings.

And only a few of these rare ones.

**Viburnum macrocephalum sterile** (Chinese Snowball)—The flowers are often 3 ins. in diameter!

**Hex latifolia**—Dark green leaves up to 6 ins. long, red berries.

**Viburnum rhytidophyloides**—Similar to rhytidophyllum but is harder.

**Hex pedunculosa**—Long stalk holly.

Truck pickup only—No shipping on cans.

These plants are unusually well-grown and must be seen to be appreciated. We can pick out fancy lots of even size for you at very attractive prices.

Our stock block now furnishes more cuttings than we can use. If your customers want unusual plants of the best varieties in finished sizes maybe we can find them there. Let's look whenever you are here. FREE PACKING, liners in sphagnum moss and polyethylene plastic. Cash with order or 25% deposit, balance at time of shipment.

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U.S. HWY. 94-41A  
WINCHESTER — TENNESSEE

**Prunus laurocerasus schlipkaensis** (Laurel Cherry)—RC, very large and heavy, July 57, 10c.

**Prunus laurocerasus zabeliana** (Laurel Cherry)—RC, July 57, 10c.

**Prunus laurocerasus officinalis** (English Laurel)—RC, July 57, 10c.

**VIBURNUMS**—All are on their own roots from softwood cuttings. They should be shipped by the first part of March and will keep perfectly if heeled in until planting time (the earlier the better).

**Viburnum burkwoodi**—FG, T, somewhat light, 12 to 18 ins., 40c; 18 to 24 ins., 60c.

**Viburnum carlesii**—RC, June 57, 15c.

**Viburnum chenanitii**—More shapely and attractive than burkwoodi, nearly evergreen, should soon supplant burkwoodi—RC, June 57, 8 to 12 ins. and up, 15c; FG, a little light, BR, 13 to 24 ins., 85c.

**Viburnum juddi**—Better than carlesii. A more compact plant with more attractive leaves, not subject to leaf spot, flowers really pink!—RC, June 57, 15c; field-grown, excellent plants, 15 to 18 ins., 90c; 18 to 24 ins., \$1.25.

**Viburnum macrocephalum sterile**

**Viburnum tomentosum mariesii**

**Viburnum rhytidophyloides**

All three sold out for this year.

**Viburnum rhytidophyllum** (Leather-leaved Viburnum)—RC, July 57, 12c; BG, liners, not branched, 18 to 24 ins., 25c.

**Weigela vanichecki**—BG, single cane, 18 to 30 ins., 17½c.

the legislative reports. In addition he called attention to the personalized service rendered through the heavy correspondence carried on by the Washington office.

Mr. Gritzmacher, as chairman of the A. A. N. membership committee in the region, spoke briefly to encourage nurserymen to join the A. A. N., for it is more important than ever to have a strong national organization, he believed.

### Research Corp. Meets

At a brief meeting of the Nebraska Research Corp. held Tuesday morning, Glenn Viehmeyer related his work on introducing new plants to the trade in order to accumulate funds for research in Nebraska. He said he had been in touch with propagators in the east regarding a chrysanthemum variety; if several large firms were offered propagating rights, a royalty could be received for two or three years. Mr. Viehmeyer

er related that he had been approached by All-America Mum Selections, which wished to purchase the chrysanthemum outright. It was left up to the corporation to decide which way to distribute the plant.

### Entertainment

Guest speaker at the banquet held Monday night was Dr. James Chubb, pastor of the Trinity Methodist church, Grand Island. Introduced as guests at the head table were Dr. White, and Fred H. Kilner, managing editor of the American Nurseryman. Entertainment consisted of top acts from the University of Nebraska talent contest and featured "The Coeds," a girl's singing trio, and a brother and sister act, with trombone and piano music and singing. Just prior to the banquet a social hour was held, with refreshments, courtesy of Plumfield Nurseries, Inc., and Mount Arbor Nurseries, Shenandoah, Ia. Luncheons were held Mon-

day and Tuesday noons, December 9 and 10.

### DUTCH ELM SPREAD

Evidence of the speed with which Dutch elm disease is advancing westward was given recently in a report from Kansas City, Kan., that the disease was found there last November, a full year earlier than had been estimated. The report, contained in a news-letter of the Kansas Association of Nurserymen, also stated that Dutch elm disease may have advanced as far as 50 miles beyond the point at which symptoms of the disease were found.

PLANNING to increase their planted acreage this fall and next spring, Walter E. Line & Son, Indianapolis, Ind., have completed three of a projected 10 acres of plantings. Most of the salable stock is to be canned or potted.

# PLANT NOTES HERE AND THERE

By C. W. Wood

## Prairie Mallow

While going over some old notes (1940) recently, I came upon one concerning a lovely variation of the prairie mallow, *Malvastrum coccineum*, that I was using at the time in an interesting experiment in dry-soil gardening. As I read the note (quoted here in part) I asked myself why so few neighborhood growers handle the plant.

"One of the best introductions so far into the dry garden is a single plant of *Malvastrum coccineum*, a chance seedling which has varied from the usual brick-red color of the type, showing a lovely shade of salmon pink with a coppery sheen. After a few seasons in the light, dry soil, it has begun to send up tufts of its gray leaves a foot or more from the parent plant, lighting up its entire area in June and July, and sometimes in August, with its bright, malvalike flowers." A tolerant plant, *M. coccineum* needs only light soil and sunshine to induce it to establish a colony of its silvery tufts. It is never a nuisance, even among delicate neighbors, because it seldom, if ever, forms dense mats of foliage. It is stoloniferous, to be sure, but the threadlike, underground runners extend a considerable distance before a tuft of leaves appears. I never found it easy to grow from cuttings; however, I hear that it is not too difficult from cuttings of new basal growths of nonflowering wood in early summer. That would necessitate wintering in a frame through the first winter, no doubt.

## Three Unusual Tickseeds

A letter I received recently contained an inquiry about *Leptosyne stillmani* as a cut flower for spring sales. This is the California annual that is now designated *Coreopsis stillmani*, because "the technical characters do not really separate the group from *coreopsis*." The plant represents a real opportunity to the producer of cut flowers, because it comes so quickly into production and is so easily grown. For instance, my notes for 1930 reveal that seeds were planted in a cool temperature in late January (January 23, to be exact), and cutting commenced the first week in April. The seedlings were transplanted four inches apart in a bench of ordinary greenhouse com-

post when they had two true leaves. The house temperature was usually kept between 45 and 52 degrees, though there were variations due to outdoor conditions. Indoors, the plants reached a height of 15 to 18 inches and produced long-stemmed, golden-yellow flowers to two inches across.

Another Californian, *Coreopsis maritima* (*Leptosyne maritima*) is a perennial by nature, coming from the seacoast and therefore tender in northern Michigan. However, it may be grown indoors in the same manner as that outlined for stillmani, but it takes longer to come into flower (January plantings flower in May). The yellow flowers are larger than those of stillmani, but the plant's tardiness in coming into bloom makes it less desirable for cut flower sales in early spring.

The other tickseed that I was prompted to mention is *C. tripteris*. It has received attention several

times in this column during the past, and so need not be fully covered again. But its long-time and showy display of 1½-inch, yellow-disked, yellow flowers in clusters at the top of tall stems from late August until severe freezing weather urges me to mention it again, in the hope that more neighborhood nurserymen will give it a trial. In good soil, it will grow to eight feet in height (it is not over half that in the solid grass sod of my neglected garden) and is then an imposing sight.

## Dwarf Dahlias from Seeds

If a nurseryman has space in a 50-degree greenhouse, it might pay him to try a few dwarf dahlias from seeds this winter. Started from seeds in January or early February, potted in 2¼-inch pots when large enough to handle and transferred to 3-inch pots during the first week of April, the plants should be in bloom about the second or third week of May. It is not easy to sell an unknown plant



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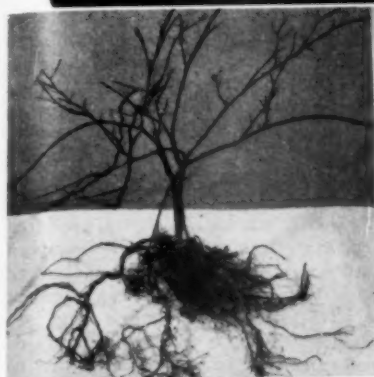
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golden color from spring to fall. Beautiful for  
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For 100 For 1000  
Potted liners ..... \$18.00 \$150.00  
Rooted cuttings ..... 10.00 80.00

**BEARDSLEE NURSERY Perry, O.**

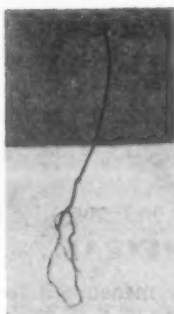
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100 to 500	40c	each
500 to 1000	35c	each
1000 or more	30c	each

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when it is showing nothing but green leaves; therefore, the seedling dahlias should be in bloom at planting time. And the plants will bloom in their early stages only if they are pot-bound. The two most popular strains of dwarf dahlias are the single-flowered Coltness hybrids and the semidouble Unwin. A modern form of the latter, known as Sunburst, is an early-flowering strain particularly rich in pink and yellow shades.

## **Sorghastrum Nutans**

Every time I commence to write about a native plant I remember the adverse comments on natives that appeared on the editorial page of this magazine some time ago; but even they cannot entirely still the pen when something unusual comes to my mind, as it did a few days ago when I saw, in the garden of a friend, a planting of the Indian grass, *Sorghastrum nutans*. The neighborhood nurseryman may never sell a million of them, but I venture the opinion that a showing of the plant in his grounds will interest many clients, especially those with dry places to clothe.

For instance, in the garden just mentioned, several clumps had been planted in good soil at the edge of a shrub border, where they had

grown to a height of more than four feet (one clump was almost five feet tall) and made an impressive picture against the green background of shrubs. At the top of the clumps in summer appear foot-long panicles, beautifully decorated with many golden hairs and yellow anthers. Later, the panicles turn to a rich bronzy brown, giving another period of distinct beauty.

## **Silene Pudibunda**

A recent inquiry on *Silene pudibunda* brought up pleasant memories of a splendid wall and rock garden plant that I had almost forgotten. I also remembered the awful confusion I encountered when the plant was in my trials and identification was attempted. Received here as *Silene*

*pudibunda*, it also appeared in lists as *S. quadrifida pudibunda*, *S. quadridentata* and *Heliosperma pudibunda*. I shall not dwell upon the difference between Bailey, who prefers *S. quadridentata*, and Farrer, who places *S. quadrifida* in first place. I will only point out that these authors agree that both words mean the same plant, and that *pudibunda* is a form of it — a form "with broader leaves and rose-colored flowers," wrote Farrer, "which is found on primary rocks, and is rare. Owing to its modest habit, this blushing maiden is called *S. q. pudibunda* (*Heliosperma*)."

As it grew here in northern Michigan, it was a small plant, two or three inches tall, with threadlike stems furnished with tiny, glossy

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3 to 4 ft., B&B	2.50
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### CORNUS FLORIDA RUBRA

	2-Yr., Well-Br.	3 and 4-Yr., Heavy-Br.
3 to 4 ft.	\$1.50 each	\$2.00 each
4 to 5 ft.	2.50 each	4.00 each
5 to 6 ft.	3.50 each	5.00 each
6 to 7 ft.	6.00 each	7.50 each

Dogwoods — B&B — 50c extra per tree



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—8 to 15 leads, \$45.00  
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Vinca major, natural clumps  
—4 to 7 leads, \$10.00 per  
100.

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leaves that insinuated themselves between the rocks in a pleasing way. If garden plants are to be measured by length of blooming season, this little catchfly can be numbered among the elect. It bloomed in my trials from June until frost, producing not just a few scattered flowers at a time, as is often the case with long-time bloomers, but rather a continuous display. My records reveal that I had it in seeds from four sources; all four samples produced flowers that were pure white when they first opened and later changed to pink, both colors being present on the plant at the same time.

Larger plants of *S. pudibunda* do not move easily, but they are no trouble at all when moved while small or when handled in pots, preferably in rose pots. If I were growing them commercially, I should handle them in pots, selling them the first year, if possible, from early-planted seeds. I did not grow it, so far as the notes indicate, in all the situations favored by alpine catchflies; so I cannot pass final judgment on its culture. However, it did well on a slight north slope, among rocks, where it had a cool root run and sun during all except the middle of the day. It comes quite readily from seeds, when they are available, and it is said to be no more difficult than the double form of *S. alpestris*.

### Saponaria Caespitosa

An Ohio friend of this column, who has an interesting collection of plants and a good neighborhood nursery, writes as follows: "During the past few years, I have been trying to work up enough stock of *saponaria caespitosa* to offer it to my rock garden customers, but I do not get ahead very fast, mainly because I lose so many plants during the winter. Do you think the losses come from tenderness? What do you suggest?"

I scarcely know how to answer, because the plant was quite hardy in northern Michigan. However, it should be remembered that this section usually has a good snow blanket from November well into March and often into April. *S. caespitosa* might be tender to cold in snowless regions, as it is here in exposed situations. We must remember that we are dealing with a Spaniard, although the plant comes from the high Pyrenees. Knowing the soil of our friend's country, I should rather think that its heavy, fertile nature has more to do with his failures. In my trials, the plant was always best in light, infertile soil; in fact, I soon learned to give it a scree mixture on the limy side. There it was quite permanent,

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(*Cornus florida rubra*)



Specimen plants, 3 years old, individually root-wrapped in waterproof paper to seal in moisture, burlapped on the outside for protection. Packed in sphagnum moss. These trees will caliper an inch and up with 90 per cent bloom buds. Approximate weight, 25 lbs., as long as they last. These trees are the following prices:

Individually root-wrapped.

4 to 5 ft. ....	\$2.50
5 to 6 ft. ....	3.00
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Winchester, Tenn.

Phone: WO 7-2531

growing into little tufts of gray-green, linear leaves from a woody base and sending up 4-inch reddish stems that end in a cyme of two or three rose-pink flowers, opening from reddish buds. It makes a lovely, little ornament. Cuttings of green wood, taken in July, root quite readily in a gravelly, close frame. It is a slow-growing plant, so it should be kept in a protected frame over the first winter.

### Erodium Macradenum

A western New York reader asks if he could hope to succeed with *Erodium macradenum*: If I understand the climate of that section, I see no reason why he could not. Although it comes from Spain, whence come many plants too tender for northern Michigan, it proved quite hardy here, doing especially well at the base of a south wall and in the wall itself, if it was not too dry.

In fact, *E. macradenum* largely compensated for the loss from cold of *E. chamaedryoides*, the pink heron's-bill by which most gardeners judge worthiness of other kinds. The *macradenum* has a long-blooming season, as have many *erodiums*, though it never was quite so floriferous as *chamaedryoides*, but one can expect some color (ordinarily pink

flowers with deeper veins and a black blotch at the center) from June until frost. It is taller than *chamaedryoides*, reaching 18 inches in my trials, and the tufts of pale green, ferny leaves are more ample. It grows quite readily from cuttings of old wood at any season of the year. It is quite uncertain from seeds, perhaps because of poor viability. Then, too, seeds are seldom available in quantity.

### Aster Royal Velvet

A preliminary report on the new English aster, Royal Velvet, was made in this column last winter. Now I should like, after watching

the plant again, to say a few more words in its praise. Its behavior this year confirms all that was said about it previously. It makes a compact, bushy growth that is nearly completely covered with its almost double, dark violet-blue daisies, clear and sharp in their color. Everything about the plant is attractive, and it should be a good seller locally.

### Variegated *Thymus Serpyllum*

A correspondent asks for a variegated, low-growing plant for use as ground cover in a dry, sunny spot when crocuses, both spring and fall-flowering, will be used. He could not do better than stop at *Thymus*

## ANNIVERSARY HOLLY CELEBRATION

Hollies of all kinds and sizes listed in our catalog.



20% off regular prices!



Our Glen-grown hollies have always been good; now they are both good and inexpensive. Carloads, truckloads or small shipments can be handled with equal facility and we shall welcome your orders and inquiries.

Free, illustrated wholesale catalog will be mailed on request.

**GLEN SAINT MARY** *Nurseries Company*

Dependable since 1882

GLEN SAINT MARY, FLORIDA

## QUALITY SHRUBS IN SURPLUS

	Each Per 100	Each Per 1000
<b>Weigela vaniceki,</b>		
500 2 to 3 ft. ....	\$0.45	\$0.40
1500 3 to 4 ft. ....	.60	.50
500 4 to 5 ft. ....	.80	.70
<b>Mentor Barberry</b>		
1800 15 to 18 ins. ....	.40	.35
1100 18 to 24 ins. ....	.50	.45
600 24 to 30 ins. ....	.60	.55

**Transplanted Shade Trees — Well-Branching**  
Must move this spring!

	Each Per 100	Each Per 1000
1800 <b>Silver Maple</b>		
2200 <b>Chinese Elm</b>		
5 to 6 ft. ....	\$0.70	\$0.65
6 to 8 ft. ....	1.00	.90
8 to 10 ft. ....	1.35	1.25
10 to 12 ft. ....	2.25	2.00

For shipment by motor freight or express add 10% to cover packing charges on shade trees.

25 trees take 100 rate.

250 trees take 1000 rate.

Wholesale Nurserymen Since 1900

**COMMERCIAL NURSERY CO.**  
DECHERD, TENN.

## ORIENTAL MAGNOLIAS SOULANGEANA AND ALEXANDRINA

These are the finest we have ever seen. They are very bushy and well-budded. Can be shipped before January 15 with dormant buds. They can be stored in any cool, protected place until blooming time. 500 or so can be hauled for 40c per mile, one way from Mobile.

	Per 10	Per 100
2 to 3 ft., field-grown, budded. ....	\$17.50	\$160.00
3 to 4 ft., field-grown, budded. ....	22.50	200.00
4 to 5 ft., field-grown, budded. ....	30.00	250.00
5 to 6 ft., field-grown, budded. ....	40.00	350.00

No L.C.L. shipments. 25 or more take 100 rate. Write for our container-grown stock list.

**BLACKWELL NURSERIES**  
SEMMES, ALABAMA

**VERHALEN NURSERY**  
SCOTTSVILLE 12140 HARRY HINES BLVD.  
TEXAS DALLAS, TEXAS

*Your Profits Grow in Verhalen Plants*

**Bentley's**  
**HARDY PLANTS**

QUALITY—SERVICE  
Perennials a Specialty.  
2559 Mentor Ave. MENTOR, O.

**WE SPECIALIZE IN FINE  
Azaleas and Camellias**

Write for Catalog  
**FLOWERWOOD NURSERY**  
GREGORY L. SMITH, Owner  
Rt. 1, Box 130 MOBILE, ALA.

serpyllum and see what it has to offer in that line. Because they are useful in so many roles where year-round color is wanted, the two variegated forms of the mother-of-thyme, T.s. argenteus and T.s. aureus, are favorites of many experienced gardeners. During the years that I sold locally, I found that the golden variegated leaves of aureus were the better seller of the two, but in my planting work, I found that the silver of argenteus made a most pleasant foil for many harsh colors. I think that this correspondent and other growers will find both variegated forms of value in their work, not only as ground covers for small bulbs but also in many other spots where plants of their kind are called for. Cuttings root readily at almost any time of the year.

### Double-Flowered Pyrethrum Galt Beauty

I saw for the first time last year a plant of the new double-flowered pyrethrum, Galt Beauty, and am most enthusiastic about it. Even if plenty of stock were available, I should not advise anyone to plunge heavily on it until he knows for sure how it will behave for him. Many double pyrethrums are unpredictable prima donnas. I could not tell from a casual examination what the plant would do over a 12-month period, but it looked fairly vigorous and quite happy in its sunny border, where it was assured of watering when needed. And it is a beauty! Lighter in hue than the lovely Helen and the center section of Jean, its flowers are large and quite freely produced. If it proves to be a sturdy grower, its delightful soft pink color and large flowers should make it a favorite. Any who grow pyrethrums will find it worthwhile to give the plant a trial.

### Dianthus John Ball

Another year's trial of this old, old favorite convinces me that in John Ball, if that is the correct name for the plant, we have a really good, double, spice pink for American conditions. What causes one to express even a slight doubt about the name is the difference between the European description and the plant that I have under that name. I have an old description that I cannot find at the moment, so I substitute the following from Ingwersen (1949): "The center of the flower is white, surrounded by a deep crimson zone, and the white petals are edged with a narrow crimson line." The plant growing here as John Ball and seen in a few other gardens under that label is white with a red center. In



any case it is a splendid pink, sturdy, floriferous and fragrant, blooming here in northern Michigan from early June well into July, often later. Even though it is so free-flowering, there is always enough blind wood for rapid increase.

### MAIL-ORDER NURSERIES

[Continued from page 14]

He does not attempt direct selling, but offers interesting novelties in several small advertisements, rather than one large advertisement. His theory is that he attracts more buyers by offering many items instead of featuring only one or two.

Turn to the garden sections of any daily newspaper and the chances are you will find numerous advertisements offering many items of nursery stock at low prices. If you are planning to advertise on some of these same pages you may be disturbed by what looks like severe competition, but the merchandise offered is not worth any more than the price that is asked for it. The shade trees that sell three for \$1 are only seedlings a few inches high. The rosebushes that are offered for \$3 per dozen are too small to meet the requirements of any standard grade and usually are not worth planting.

### Bargain Competition

The buyers who fall for these bargains are almost invariably disappointed and will not knowingly buy from the same nurseries again. Consequently, the advertiser of inferior and undersize stock has to depend upon a new crop of customers every year. He has no continuing benefits from his advertising and is not building a substantial business.

Naturally it is disconcerting to find your advertisement offering No. 1-grade fruit trees for \$3 each, appearing alongside another which has fruit trees priced as low as 25 cents. Fortunately most readers are intelligent enough to realize that merchandise usually is worth no more than the price asked for it. This must be true, because many responsible and successful mail-order nurserymen continue to use the newspapers to advertise their products. The newspaper publishers are aware of the situation and would like to do something about it. However, as long as the ads submitted to them by the marginal operators conform to the fair trade practice rules for the industry, there is little they can do.

Some mail-order nurseries have

# TOP QUALITY

**CORNUS FLORIDA RUBRA** (Pink-Flowering Dogwood), from 12 to 18 ins. to 6 to 8 ft.

**CORNUS FLORIDA ALBA PLENA** (Double-Flowering White Dogwood), from 12 to 18 ins. to 3 to 4 ft.

**PRUNUS PERSICA** (Flowering Peach), pink, red and white, 3 to 4 and 4 to 5 ft.

**PRUNUS NEWPORT, PISSARDI AND THUNDERCLOUD** (Purple-Leaved Plum), 3 to 4 and 4 to 5 ft.

**SALIX BABYLONICA** (Weeping Willow), 3 to 4, 4 to 5, 5 to 6 and 6 to 8 ft.

**TREE WISTARIA**, Purple, 2 to 3 ft.

**BETULA ALBA** (White Birch), 6 to 8 and 8 to 10 ft.

### MALUS (Flowering Crab Apple), varieties as follows:

**Alameda**, single, purple-rose flowers, 6 to 8 and 8 to 10 ft.

**Almey**, bright crimson blossoms, 2 to 3, 3 to 4 and 4 to 5 ft.

**Arrow**, single, purplish-red flowers, 5 to 6, 6 to 8 and 8 to 10 ft.

**Atrosanguinea**, carmine flowers, 2 to 3 and 3 to 4 ft.

**Baccata**, single, fragrant white flowers, 2 to 3 and 3 to 4 ft.

**Dolgo**, single, fragrant white blossoms, 2 to 3, 3 to 4 and 4 to 5 ft.

**Eleyi**, single, purplish-red flowers, 3 to 4, 4 to 5, 6 to 8 and 8 to 10 ft.

**Floribunda**, single, fragrant, deep pink flowers, 2 to 3, 3 to 4 and 4 to 5 ft.

**Floribunda purpurea**, single, purplish-red flowers, 2 to 3, 3 to 4 and 6 to 8 ft.

**Geneva**, single, purplish-red flowers, 5 to 6, 6 to 8 and 8 to 10 ft.

**Gloriosa**, single, purplish-red flowers, 5 to 6, 6 to 8 and 8 to 10 ft.

**Hopa**, carmine buds and flowers, 2 to 3 through 8 to 10 ft.

**Makamik**, single, China-rose flowers, 2 to 3, 3 to 4 and 4 to 5 ft.

**Red Silver**, single, purplish-red flowers, 5 to 6, 6 to 8 and 8 to 10 ft.

**Scheideckeri**, double, pale pink flowers, 3 to 4, 4 to 5, 5 to 6, 6 to 8 and 8 to 10 ft.

We are booking orders NOW. Shall appreciate your requesting our complete Wholesale List. Shipment can be made by commercial truck lines, individual trucks, railway express or railroad freight.

## THE SOUTHERN AND NURSERY CO. INC.

AT THE CENTER OF THE SOUTH

Established in 1872

Telephone: WO-7-2302

WINCHESTER, TENN.

## SEEDS for the Nurseryman and Forester.

Write for catalog.

**F. W. SCHUMACHER, HORTICULTURIST**  
SANDWICH, MASS.

**Rhododendron**, Mountain Laurel, Leucothoe, Balsam Fir, White Pine and Hemlock, collected and nursery-grown in limited amount for spring, 1958. Seedlings, B&B, clumps and cutback stock (pans).

**ANTHONY LAKE NURSERY, INC.**  
Pineola, N. C.

### NANDINA SEEDLINGS

1 ft. ....	Per 100 \$10.00
2 ft. ....	15.00
3 ft. ....	20.00

### CHERRY LAUREL SEEDLINGS

3 to 4 ins. ....	Per 100 \$ 5.00
6 to 8 ins. ....	10.00
12 to 16 ins. ....	15.00
Send check or money order—No C.O.D.'s	
Mail or express collect—No charge for packing.	

**PINKSTON NURSERIES** PARROTT, GA.

## SPECIALTY ITEMS

(Quality [Stock])

	Each	Each
PFITZER JUNIPER	per 10	per 100
15 to 18 ins., B&B ..	\$1.75	\$1.50
18 to 24 ins., B&B ..	2.25	2.00
24 to 30 ins., B&B ..	2.75	2.50
30 to 36 ins., B&B ..	3.00	2.75

ILEX BURFORDI		
15 to 18 ins., B&B ..	1.75	1.50
18 to 24 ins., B&B ..	2.50	2.00
24 to 30 ins., B&B ..	2.75	2.50

ILEX ROTUNDIFOLIA		
15 to 18 ins., B&B ..	1.75	1.50
18 to 24 ins., B&B ..	2.25	2.00
24 to 30 ins., B&B ..	2.75	2.50

BERBERIS MENTORENSIS		
15 to 18 ins., B.R. ..	.45	.40
18 to 24 ins., B.R. ..	.55	.50
24 to 30 ins., B.R. ..	.65	.60

PINK-FLOWERING DOGWOOD		
With bloom buds		
3 to 4 ft., B&B .....	2.75	2.50
4 to 5 ft., B&B .....	4.25	4.00
5 to 6 ft., B&B .....	5.50	5.00

LIGUSTRUM LUCIDUM MACROPHYLLUM		
2 to 3 ft., B&B .....	1.75	1.50
3 to 3½ ft., B&B ....	2.25	2.00

Write for our latest wholesale list  
Buy Quality!  
There's No Substitute

## TENNESSEE VALLEY NURSERY

Hoskins Shadow  
Winchester, Tenn.  
Phone: Woodlawn 7-2652

### Better Liners of the Better Kinds

BERBERIS Crimson Pygmy  
CAMELLIA SASANQUA  
FORSYTHIA Beatrice Farrand  
FORSYTHIA Lynwood Gold  
HYPERICUM Hidcote  
MAPLE, Crimson King

Write for Complete Price List.  
Jacques Legendre, Pres.

**GULF STREAM NURSERY**  
WACHAPREAGUE, VIRGINIA

### CUMBERLAND VALLEY NURSERIES, INC.

Wholesale Growers of Dependable  
Fruit and Flowering Trees  
Write for latest price list.

313 N. Chancery St.  
McMINNVILLE, TENN.

### CHINESE CHESTNUT TREES

Seedlings only of the Peter Lul strain.  
1-yr., whips and 3-yr., branched. Choice  
of special Nanking progeny seedlings.  
Also, properly stored weevil-free seed  
nuts. Inquiries invited.

LEELAND FARMS  
Leesburg, Ga.

found radio advertising highly effective in building their mailing lists; in fact, a few firms have been developed entirely by this means. The territory which the average radio can cover effectively is not great. The local stations cover a radius of only 50 to 100 miles; only the most powerful stations can claim a radius of several hundred miles.

### Timeliness Counts

Advertising time on the radio is so much in demand that you may not be able to get your advertisement put on the air at a time when it would be most effective. If your customers are farmers, an announcement at 10 a.m. may not be heard by many. If you are catering to the city trade, a plug at 6 a.m. will find most of your customers asleep. Because of the inflexibility of radio advertising, you may find it difficult to cover your territory efficiently by this means alone.

To be most effective, any kind of advertising must be done regularly. Sporadic advertising rarely pays. It takes time to break in on the consciousness of your prospects, and the best way to do this is by repetition, not necessarily of the same advertisement, but of the same idea and, of course, your name.

### Use of Ad Agency

You should consider the advantages of placing your advertising through an advertising agency. Such an organization writes your advertisements, prepares schedules, reserves space and supplies the publications with copy in time for publication on the scheduled dates. In other words, the agency looks after all of the details. The best thing about it is that the services of an accredited advertising agency cost you exactly nothing. The publication pays the agency a commission for your advertising business. Your only expense will be the cost of the art work, engraving and electrotypes, expense which you would have even if you handled all the details yourself.

You may think that because your advertising budget is small, an agency would not be interested in handling it. That might be true of some of the larger agencies, but there are many small firms capable of doing good work that are looking for new accounts. They know that nearly all accounts start with small budgets. They also know that if they do a good job for you, your account will grow. Do not be in a hurry to select an agency. After you have

## BIG RIVER NURSERY Dundee, Miss.

Stock Ready for Shipment

Abelia grandiflora, 12 to 14 ins., gal.  
Biota bakeri, 28 to 30 ins., B&B  
Gardenia, 12 to 14 ins., gal.; 20 to 24 ins., B&B  
Ilex cornuta femina, 10 to 12 ins., qt.  
Ilex cornuta burfordi, 14 to 16 ins., gal.; 10 to 12 ins., qt.  
Ilex crenata bullata, 10 to 12 ins., qt.  
Ilex crenata rotundifolia, 12 to 14 ins., qt.  
Ilex opaca Hume, 24 to 26 ins., gal.; 30 to 36 ins., B&B  
Ilex glabra (Inkberry), 16 to 20 ins., gal.  
Ilex vomitoria (Yaupon), 14 to 16 ins., gal.; 14 to 16 ins., B&B  
Juniperus excelsa stricta, 12 to 14 ins., B&B \*  
Juniperus chinensis pfizeriana compacta, 12 to 14 ins., B&B \*  
Juniperus pfizeriana nana, 12 to 14 ins., B&B \*  
Laurel, Cherry, 24 to 36 ins., B&B  
Ligustrum lucidum compactum, 34 to 38 ins., gal.; 36 to 38 ins., B&B  
Magnolia grandiflora, 12 to 14 ins., gal.; 12 to 14 ins., qt.; 4 to 6 ft., B&B  
Mahonia bealei, 12 to 14 ins., gal.  
Nandina, 12 to 14 ins., qt.  
Photinia glabra, 12 to 14 ins., gal.  
Photinia serrulata, 20 to 22 ins., B&B  
Pyracantha formosana, 10 to 12 ins., gal.; 2 to 3 ft., B&B.

\*These plants have been well-pruned for 2 years and will make good specimens for sale.

## WE OFFER ... Our General Line of SMALL FRUIT PLANTS

Let us quote on your requirements.

L. J. RAMBO'S WHOLESALE NURSERIES  
Bridgman, Michigan

### "Pedigreed Seed Covers the Earth"

## Pedigreed Seed Co.

Lawnseed Specialists for Over 35 Years!

Write or phone collect for prices on your  
Special Formulas, Private Brands  
or Straight Seeds!

## Pedigreed Seed Co.

96 Forrest Street, Jersey City 5, N. J.  
HENDERSON 5-2100

## SEEDS

Collectors of Tree, Shrub and  
Wild Flower Seeds  
Crude Drugs and Ornamentals  
E. C. MORAN, Stanford, Mont.

interviewed several, you will have a good idea which one shows the most genuine interest in your business.

Writing advertising copy is a highly developed art. Advertising agencies employ skilled copy writers. This is another reason why it is to your advantage to use the services of an advertising agency. Guard against exaggerated and false statements, not only because they are dishonest, but also because they are not necessary. Reasonable, straightforward statements breed confidence and are just as convincing as those that impose upon one's credulity. The buying public is intelligent; do not insult it.

A word of caution: Do not buy mailing lists, even though they consist of names of actual purchasers of nursery stock. Remember they are not your customers and probably never heard of you. One nurseryman who built up his mailing list in two years to 80,000 by buying names found that he did no greater volume of business than another nurseryman who had a mailing list of only 25,000 built by advertising.

#### Record Results

Keep detailed records of your advertising results. This will furnish you with the information you need to make the most intelligent distribution of your advertising funds the following year. The first year you will have to rely solely upon your own judgment or that of your agency, but in subsequent years you can eliminate a large part of the guesswork in advertising because you will know from experience what results to expect from each publication.

You should know how many inquiries each publication produces for each advertisement used and from what states or areas the inquiries come. Then, at the end of the season, by dividing the cost of the space in each publication by the number of inquiries produced by that publication, you can arrive at the cost per inquiry.

Some of the results may surprise you. For example, a publication with a high advertising rate might pull so many inquiries that the cost per inquiry will be lower than that of names obtained through publications with low advertising rates. Rates are based, to a large extent, on circulation.

The cost per inquiry tells only a part of the story. Your records should also show which inquiries turn into orders. Sometimes a publication will produce a large number of inquiries, but few of them will

## WHITE DOGWOOD

Transplanted — Top-Quality — Well-Spaced  
Bare-Root — Lots of 10 or More

	Each
2 to 3 ft. ....	\$1.00
3 to 4 ft. ....	1.25
(25c extra B&B)	
4 to 5 ft. ....	2.25
5 to 6 ft. ....	3.25
6 to 7 ft. ....	4.50
7 to 8 ft. ....	5.50
(50c extra B&B)	

Special quotations on large quantities or row run.  
Come to see us for Dogwood requirements.

MORaine LOCUST (Plant Pat.<sup>r</sup> No. 836)  
Bare-Root

	Each
10 to 49	
1 1/2-in. cal. ....	\$13.50
1 3/4-in. cal. ....	16.50
2-in. cal. ....	20.00
Twice transplanted.	

We are a licensed grower.

Quality Plants Since 1841

**HILLENMEYER**  
*Nurseries*  
GEORGETOWN RD.  
600 W. 21 NORTH  
LEXINGTON, KY.

## The Homestead Nurseries

H.G. Benckhuysen. Boskoop. Holland

Azaleas, Rhododendrons, Magnolias, Peonies, Ornamental Trees and Shrubs, Perennials — Quality Stock in All Leading Varieties. Trade catalog on request.

**PROPAGATION OF PLANTS**, by Kains and McQuesten. Nursery and greenhouse reference. 637 pages, \$6.00. American Nurseryman, Chicago 4, Ill.

**Maurice C. Ravensberg**  
Boskoop, Holland

Reliable exporters for general nursery stock since 1922.

Catalog on application

### PEAR SEEDLINGS

*Pyrus calleryana*  
In limited supply.

**WHITEROCK NURSERIES**  
CROCKETT, TEX.



AARS winners and 130 other popular varieties. In attractive, colorful packages or bare root.

Beautiful shade, productive too! Prolific varieties. Sizes 1 1/2 to 12 feet. In attractive packages or bare roots. Get stock list and prices.

### PECAN TREES



**ARP Nursery Co.**

Box 3338-J, Tyler, Texas



## BROAD-LEAVED EVERGREENS

Choice landscape material at attractive prices.

*Buxus sempervirens*, 12 to 15 ins. to 2 to 2½ ft.  
*Elaeagnus fruitlandi*, 1½ to 2 ft. to 4 to 5 ft.  
*Euonymus kiautschowicus*, 1½ to 2 ft. to 4 to 5 ft.  
*Ilex cassine*, 3 to 4 ft. to 5 to 6 ft.  
*Ilex convexa (bullata)*, 12 to 15 ins. to 18 to 24 ins.  
*Ilex rotundifolia*, 15 to 18 ins. to 2 to 2½ ft.  
*Ilex opaca howardii*, 2 to 3 ft. to 4 to 5 ft.  
*Ilex vomitoria*, 2 to 3 ft.  
*Jasminum floridum*, 1½ to 2 ft. to 3 to 4 ft.  
*Ligustrum japonicum*, 2 to 3 ft. to 4 to 5 ft.  
*Ligustrum lucidum*, 1½ to 2 ft. to 2½ to 3 ft.  
*Ligustrum lucidum repandens*, 1½ to 2 ft. to 2½ to 3 ft.  
*Mahonia japonica bealei*, 12 to 18 ins. to 2 to 2½ ft.  
*Nandina domestica*, 15 to 18 ins. to 2 to 2½ ft.  
*Osmanthus fortunei*, 1½ to 2 ft. to 2 to 2½ ft.  
*Osmanthus ilicifolius*, 1½ to 2 ft. to 2 to 2½ ft.

Your Want Lists Solicited.

### HOWARD - HICKORY COMPANY

Box 491 HICKORY, N. C.  
 Telephone 27459



"You might just as well take advantage of OZARK's top grade stock; the most modern growing, digging, handling and packing methods."

You just name your requirements, kinds & quantities.

**OZARK**  
 ships  
 on  
 time!



Ozark Trees, Shrubs, Vines, Evergreens, Hedges and Roses are "babied" from the time they are planted, 'til you put them on display.

Write for  
 wholesale catalog showing  
 the hundreds of  
 Ozark grown items.

**OZARK NURSERY CO.**  
 TAHLEQUAH, OKLAHOMA

result in orders. On the other hand, you will find some periodicals that pull comparatively few inquiries, but a high percentage of them turn into orders. The publication that has the greatest value to you is the one that produces the greatest volume of business per dollar invested in advertising space. Several years of careful record keeping will be required before you have enough information to make a complete appraisal of each publication used.

#### Use Keyed Ads

In order to obtain the information you need from advertisements you should follow the practice known as keying. One way is to give each publication a letter and each advertisement a number. For instance, you might be advertising dwarf apples in the "Farmer's Friend." The letter A could stand for "Farmer's Friend" and the number 6 for the dwarf apple advertisement. Thus when inquiries come addressed to you with the combination A-6, you know immediately what advertisement your prospect read and in what publication it was seen. There are many other ways of keying that your ingenuity will suggest to you.

If a prospect does not order after a year or two, remove his name from your list. Avoid cluttering up your list with names of folks who are not customers, because it costs money to print and mail catalogs. Make every effort to send them only to people who are interested.

Mailing lists are best kept by a card system. If only one name is placed on a card, the system can be completely flexible, so that additions and removals are easy. There are several modifications of the card system. One of the best consists of a rigid stencil instead of the ordinary card. The essential information about the customer's account is recorded on the margin of the stencil, which is made for that express purpose, and the customer's name and address is cut on the stencil with a typewriter. The stencils are run through a machine for quick and accurate addressing of catalogs and other literature.

The most practical method of filing names in large numbers is to file first by states, then alphabetically by towns and, finally, alphabetically by surnames. Use index guides to aid in filing or finding names quickly.

On the customers' cards in your mailing list, record the date and source of the original inquiry, if known, and dates and amounts of orders received. This information will enable you to determine which

## AZALEAS

### CONIFERS and BROAD-LEAVED EVERGREENS

Finished Stock and  
 Potted Liners

Write for price list.

Send us your want list.

*Fritschler's*  
 NURSERY

4425 W. Lawn Dr.  
 Nashville 9, Tenn.

## HOLLAND—DOMESTIC BULBS

Let us take all the guesswork out of your garden bulb buying. By following our brand new ready-to-sell personal bulb programs you will . . .

1. Buy finest bulbs at lower prices.
2. Forget about late shipping, markdown sales, no reorder service, etc.
3. Take full advantage of our vast experience in garden bulb merchandising to give you higher profits on bulb sales.

Prices on both spring  
 and fall garden bulbs  
 ready now!

**VAN ZANTEN ENTERPRISES**

424 McClatchy Bldg.  
 Upper Darby, Pa.

advertising media result in the most business. Remember, it is not always the medium that pulls the greatest number of inquiries that proves the most profitable.

#### Eliminate Nonbuyers

Many folks who ask for catalogs never become customers. After they have received two or three catalogs without ordering, their names should be removed from your list. Some firms with large mailing lists do not mail more than one catalog unless the inquirer sends an order. You can reduce your selling costs materially by keeping your mailing list active and up-to-date. Established firms figure they have to sell a certain number of dollars' worth of merchandise per catalog to make the business profitable. The mailing of many catalogs that result in no orders at all pulls down the average rapidly.

Your catalog is your salesman; as such it is your most important publication. The most skillfully built catalog is ineffective if sent to a poor mailing list; conversely, a carelessly written, poorly printed catalog will not produce the business you have a right to expect from a good mailing list. It is quite obvious, therefore, that for both the mailing list and catalog to be effective they must be the product of your best efforts.

Good mail-order catalogs were printed in this country more than a century ago, but they were more in the nature of reference works. They merely listed the varieties, with descriptions, and did not make much effort to sell the product. All that is changed today. With the modern developments in the art of color printing, the nurseryman is now able to illustrate his products in all their glory.

#### Catalog Offers

When you start to build a mail-order catalog, the first thing to do is to select the assortment that you wish to offer. This is a highly important job, because the nearer your offerings conform to what the public wants the easier your selling job will be. To illustrate: Suppose you are growing a certain little-known variety of shrub in large quantities or are able to buy it cheap. You decide you can make a lot of money out of this shrub, because of the low cost. The chances are you will find that it sells poorly, even at a low price. A good illustration and a snappy description will help, but the space in the catalog probably will not pay for itself.

On the other hand, a shrub that is

[Continued on page 96]

## SUGAR MAPLE, CHINESE ELM AND SILVER MAPLE

Excellent nursery-grown trees, in quantity.

6 to 8 ft., 8 to 10 ft., 10 to 12 and 14 ft.

#### ALSO

Pink Dogwood  
White Dogwood

Flowering Crab  
Crape Myrtle

Fruit Trees  
Grapevines

Prices on request.

**SHAHAN NURSERIES**

**TULLAHOMA, TENN.**

#### QUALITY FRUIT TREES

CHERRIES—Bing, Lambert, Van and Montmorency; PEAR—Bartlett; APRICOTS—Chinese; PEACHES—Early and Late Elberta. Excellent nursery-grown trees, sizes 7/16 to 9/16-in. cal., 9/16 to 11/16-in. cal., 11/16-in. cal. and up.

Prices on request.

**PORTER—WALTON CO.**

P. O. Box 1619

Salt Lake City 10, Utah

## PEACH PITS

California Lovell Peach Seed

We supply the leading nurseries of America and also export.

Write for prices.

**RUDY BONZI ENTERPRISES**

(Successors to Gray Nurseries)

Rt. 4, Box 3115

MODESTO, CALIF.

Wholesale Growers of Broad-Leaved  
and Coniferous Evergreens

Ask for fall trade list.

**LINDLEY NURSERIES, INC.**

P. O. Box H

Greensboro, N. C.

## HOLLAND BULBS

PERENNIAL SPECIALTIES

**VERONA GARDENS**

Th. Grevers

Wholesale Grower

Rt. 6, BATTLE CREEK, MICH.

## CANNED PLANTS

Build profits with Wight's container-grown evergreens. Wide assortment, including Ilex, Magnolia, Camellias, Pyracantha. Ask for wholesale list.

**Wight NURSERIES** CAIRO, GA.

## FRUIT TREES

Dwarf and Standard

Send for Wholesale List

**KELLY BROS. NURSERIES, INC.**

Dansville, N. Y.

*Steele's® Famous Booklet*

## COMMERCIAL PANSY CULTURE

ONLY

**25¢**

**Steele's®**  
**PANSY GARDENS, INC.**

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2715 S.E. 39th Ave., Portland 2, Oregon

## CHIPMAN'S CANADA RED RHUBARB

Large True-to-Name Divisions

Write for Prices

**KEELER'S GARDENS**

Sioux Falls, S. D.

## MORNING STAR NURSERY

Rives, Tennessee

Wholesale Growers

Evergreens, Trees

Deciduous Shrubs, Roses

Send us your want list

Quality stock plus pleasing  
service. Inquiries invited.

**86th Year of Growing**

Box 88-A

Sherman, Tex.

**TEXAS NURSERY CO.**



## CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary  
304 MITAU BUILDING SACRAMENTO 14, CALIF.

### LOS ANGELES CHAPTER

Christmas was the theme of the meeting held November 27 at Eaton's Santa Anita restaurant, Arcadia, by the Los Angeles chapter of the California Association of Nurserymen. A panel group, consisting of Ed Lowell, Paul Davis, Ed Boyer and Rufus Orson, of Sierra Growers, Sierra Madre, demonstrated the planting of dish gardens and the arranging of foliage and flowering plants for Christmas gifts. The panel was introduced by program chairman Harold Botts, Botts Nursery, Anaheim.

William Abate and Phil Frankel, Park Nursery, Long Beach, showed how to wrap plants beautifully for Christmas, using inexpensive ribbon and decorative wrappings.

President Norman Springer, Bandini Fertilizer Co., Los Angeles, announced that the Christmas party to be held jointly with the Orange County and Sunset Chapters would take place December 16 at the Candlewood Country Club.

He expressed thanks to Harold Botts, vice-president; Lynn Mossholder, Mossholder Nursery, El Monte, and Dick Meadows, Meadows Bros., Altadena, secretary, for helping to make the installation meeting a success. The new officers and board of directors were then presented. President Springer stressed the importance of four committees this year: Publicity, International flower show, membership and plant forum.

For the plant forum, Otto Martens, Deigaard Nurseries, Monrovia, told of some of the botanical highlights of his recent trip to Europe and discussed trees found in England that are similar to some in southern California.

Among the 106 members and guests who attended the meeting were Eldon Paddock, president of the Orange County chapter, and Mrs. Paddock; Frank Matsuura, San Marino Nursery; Jeff Simpson, recently arrived from England; Ronald Miller; Ed Baldwin and Jerry Brewer, students at California State Polytechnic College, and state vice-president, James Perry, Perry's Plants, Montebello.

Dick Meadows, Sec'y.

### INLAND EMPIRE CHAPTER

Members of the Inland Empire chapter, California Association of Nurserymen, held their November meeting at the Saboba Hot Springs resort, near Hemet, Calif.

Hosts for the social hour preceding dinner were Howards of Hemet and the Hemet Wholesale Nursery, represented by Mr. and Mrs. Paul Howard; Mr. and Mrs. Charles Howard; Robert Lindquist, president of the Inland chapter, and Mrs. Lindquist; Robert's father, Ernest Lindquist; Richard Howard; Mr. and Mrs. Peter Hansen; Mr. and Mrs. Keith Monaghan, and Mr. and Mrs. Douglas Weaver.

Guests included state officers of the C. A. N., who were introduced by the Inland chapter's vice-president and program chairman, Jim Hunt, Jim Hunt's Landscape Center, San Bernardino.

Each officer spoke briefly. Elmer

J. Merz, executive-secretary, discussed the formation of the state association 46 years ago. Today, he said, the membership has grown to over 1,000. Vice-President James Perry, Perry's Plants, Montebello, stated that a 10 per cent gain in membership is the goal for this year and stressed the importance of public relations, newspaper and magazine garden items and advertising to the trade. President Willis Stribling, Stribling's Nurseries, Merced, visualized expanded projects, such as highway planting and community and farm planning, for the chapters. D. C.

### LOS ANGELES PROBLEM

Bill Evans, Evans & Reeves, Los Angeles, Calif., outlines a difficult local situation in the following letter:

"After 22 years in the retail business at Los Angeles, we are closing up and going out of retail trade. The corporation, however, will continue to remain active, concentrating on landscape installations, which have been a large part of our endeavors for the past years.

"We feel that our type of retailing, which has been on something of a custom basis, catering to estates and a clientele which appreciates



We grow 36 varieties of choice shade trees on our 800-acre growing grounds. For ready demand this year we suggest:

MODESTO ASH  
STRIBLING MULBERRY  
SILVER MAPLE  
WEEPING WILLOW  
CUT LEAF BIRCH  
WHITE BIRCH  
EUROPEAN SYCAMORE

We also feature a complete line of  
FLOWERING TREES  
FRUIT TREES  
GRAPE VINES  
NUT TREES  
ORNAMENTALS  
and the world-famous  
S-37\* ROOTSTOCK



Ask for 4-color  
Shade Tree Folder  
and Free  
Wholesale Price  
List Today.

MODESTO ASH grows 35-40 ft.  
and is exceptionally clean. Tap  
root system makes it ideal street  
tree. Hardy—to 10 degrees.

\*T.M. Reg.

**Stribling's**  
**NURSERIES**

P.O. Box 793 RANDOLPH 2-4106  
Merced, California

One of California's Leading Nurseries



# ROSE-Y NEW YEAR GREETINGS

**T**he midnight bells we hear,

**O**ld '57 is through,

**P**roclaiming another happy year

**S**erving more and more of you.

**I**n our records of this year

**N**ew nursery names appear.

**R**ing in the baby New Year

**O**urs and yours to shape and mold into

**S**uccess—the promised prize of

**E**veryone who tries—

**S**ince time began, we're told.



## WEEKS WHOLESALE ROSE GROWER

O. L. WEEKS

926 W. ELY

ONTARIO, CALIF.



rare and unusual specimen material, is disappearing from the economic scene. The chain stores in this part of the country are absorbing quite a share of the nursery trade in common materials, and city locations on which to conduct a general nursery business are prohibitively costly. In recent years, a number of local nurseries apparently have come to this same conclusion, and I sincerely feel that in the years to come it is going to be far from easy to procure the new and unusual in plants. The emphasis will be on merchandising, with the merchandise itself of secondary importance."

### CONTAINER PLANTS

A recent publication issued by the University of California puts on many pages between attractive, stiff paper covers, the "last word" on the principal phases of container production.

This publication, California experiment station manual 23, "The U. C. System for Producing Healthy Container-grown Plants," edited by Kenneth F. Baker, is the outcome of 16 years of research, experiment and study. It contains far more accurately compiled data than the average nurseryman will absorb at any one sitting. Therefore, it becomes not a

Write for List Today  
**H & S Personality Roses**  
*Bred for American Gardens*  
HOWARD & SMITH, INC.  
Montebello, Calif.

**ORNAMENTAL WOODY PLANTS  
AND ROSES**  
Write for our lists.  
**W. B. CLARKE & CO.**  
P. O. Box 343 SAN JOSE, CALIF.

**ROSES**  
Top-quality, northern California, field-grown, patented and standard bush and tree roses. Write for list and prices.  
**ELMER ROSES**  
6708 N. San Gabriel Blvd.  
SAN GABRIEL, CALIF.

**ROSES**  
Grown in the Puente  
Valley are finest, bare-root,  
two-year-old plants available.

Wholesale only, but featuring a complete list of Hybrid Teas, Climbers and Floribundas, including all the A.A.R.S. Award Winners.

Send for our new  
1957-58 catalog

**MONTEBELLO  
ROSE CO.**

401 N. Sixth St.  
MONTEBELLO, CALIF.

Phone: PArkview 1-1721

Rose hanger in color, available on request.

book with which to "curl up," but rather a complete and advanced education in all phases of container growing. The philosophic theme which runs through this manual of over 330 pages is one of "why" and not just "what."

All growers recognize that the factors influencing the development of plants change so completely with climate, weather and people that it is impossible to establish rules for production that read like the directions accompanying a child's erector set.

The best grower is that one who understands well the limitations of his conditions and takes full advantage of every factor in his cultural environment that is favorable and lends itself to standardization.

If there is a second keynote in this publication, it is standardization, and the long-range value of this publication lies in the key that it provides along this line. Surely, if nurserymen can learn any lesson of value from industry in general, it should be the one that points the necessity for

# PACIFIC COAST NURSERY

Rt. 1, Box 114B, PORTLAND 9, ORE.

**Pioneering Seedling Growers on  
the Pacific Coast Since 1914**

**Specializing in Fruit Tree Seedlings  
also Shade and Flowering Trees**

French Apple Seedlings,  
Str. and Br.  
Domestic Apple Seedlings,  
Str. and Br.  
Bartlett Pear Seedlings,  
Str. and Br.  
Ussuriensis Pear Seedlings

Mahaleb Cherry Seedlings  
Mazzard Cherry Seedlings  
Myrobalan Plum Seedlings  
American Plum Seedlings  
Angers Rooted Quince  
Cuttings

Combination carloads to eastern distributing points.

**John Holmason & Sons**  
**Props.**

## A. MCGILL & SON

FAIRVIEW, ORE.

*Wholesale only*

**FRUIT TREE SEEDLINGS  
FLOWERING ORNAMENTAL TREES  
SHADE TREES**

**Constant Vigilance Results  
in Quality Stock**

Combination carloads to eastern  
distributing points.

Write for our List.

**Eastern Representative:**

Frank C. Donovan  
130 E. 233rd St.  
Euclid 23, O.

## LINING-OUT STOCK

**BROAD-LEAVED EVER-  
GREENS:** Daphne odora, An-  
dromeda, Aucuba, Skimmia, root-  
ed cuttings, \$100.00 per 1000.  
**CONIFERS:** Juniper, Cypress,  
Arborvitae, Yews, rooted cuttings,  
\$100.00 per 1000; plant bands,  
\$150.00 per 1000. French strain  
English Holly, rooted cuttings,  
\$20.00 per 100; Variegated Holly,  
rooted cuttings, \$25.00 per 100.

*Write for special price list.*

**BENEDICT NURSERY CO.**

735 N. E. 87th Ave.  
Portland 16, Ore.

## Now making deliveries of TREE PEONIES

(Famous Yamato-Noon Strain)

Name grafted varieties in all colors.

	Each Per 10	Each Per 100	Each Per 1000
1-yr. ....	\$1.10	\$0.95	\$0.80
2-yr. ....	1.50	1.40	1.25

Yellow Varieties, \$3.50 each

**LAKE SAMMAMISH EVERGREEN NURSERY**  
6127 Highway 99, S. Everett, Wash.

**PLANT PROPAGATION**, by Mahlstede and  
Haber. New techniques of propagation. 413 p.  
(1967) \$7.50.  
American Nurseryman Chicago 4.

## ROSES OLD and NEW

Fine-quality, two-year plants  
budded on Multiflora in over  
250 varieties.



**MT. HOOD NURSERY**  
Rt. 2, Box 96  
GRESHAM, ORE.

standardization wherever and when-  
ever possible.

The major parts of this system  
have been in use at the D. Hill Nurs-  
ery, Dundee, Ill., for over two years.  
While there are always some dif-  
ficulties to be expected in the adop-  
tion of any "new tool," these are  
problems easily solved, and the re-  
sults speak most loudly for them-  
selves. The principal advantages of  
this system, and those most readily  
observed, are the much higher  
growth rates and vastly improved  
harvesting percentages.

This publication is available for  
\$1 (while the supply lasts) by re-  
mitting to Agricultural Publications,  
22 Giannini Hall, University of Cal-  
ifornia, Berkeley 4, Calif. In lots of  
10 or more the university grants a  
discount of 20 per cent. In connec-  
tion with this major publication,  
there is also available at no charge,  
leaflet 89, "The U. C. Type Soil  
Mixes for Container-grown Plants."  
This leaflet reproduces most of the  
references, tables and charts dealing  
with the U. C. type of soil mix de-  
scribed fully in the large manual.

Stress should be laid on the ad-  
visability of ordering your copy of  
the manual 23 early, for only a  
limited number are scheduled for  
printing.

No attempt is made in this short  
review to list all of the chapter titles,  
but it should suffice to say that no  
modern, progressive nursery should  
be without this publication.

J. B. Hill

## NEW REED'S GARDEN MART

Reed's Garden Center, Eugene,  
now has two locations. Mr. and Mrs.  
Reed Vollstedt, owners of the busi-  
ness, opened a second garden center  
November 8 and 9 at 60 Oakway  
road, Eugene. The firm has a beau-  
tiful 20x40-foot sales building, with  
a 10-foot porch all the way around  
it for display of fertilizers, peat moss  
and garden equipment. Within the  
building is a well-planned garden  
shop with a comprehensive stock of  
garden equipment and supplies.

Over 4,000 square feet of covered  
display and sales area for nursery  
stock are afforded by a 40x44-foot  
shade house which is covered with  
heavy plastic (Kodapak II—10  
mm.). This is the first plastic-cov-  
ered shade house used in a garden  
center in this area. It provides win-  
ter protection for azaleas, rhododen-  
drons and other plants and will  
also protect customers and flowering  
plants from spring showers. A com-  
plete line of nursery stock is carried  
in the 90x100-foot nursery salesyard,

# DELIVERED-TO-YOUR-DOOR PRICE

## PEONIES—Tree

2-yr., field-grown, grafts,  
available in red, white or pink,  
named varieties.

Each per 100, U.S.A. Prepaid . . . . . \$1.25

## PEONIES—Bush

Available in red, pink and white  
named varieties. Per 100  
U.S.A. Prepaid

3 to 5-eye . . . . . \$35.00

## CLEMATIS PLANTS

Prepaid U.S.A. on orders of 100 plants or  
more, otherwise F.O.B. east.

2-yr., best quality Per 10 Per 100  
No. 1 plants . . . . . \$8.50 \$75.00

Comtesse de Bouchaud, pink

Crimson Star, red

Henryi, white

Jackmani, purple

## Hardy Hibiscus

Bare-Root Clumps

Each  
Freight Prepaid

New Blood-Red—7-in. flowers . . . . . \$1.20

Strawberry-Rose—8 to 10-in. flowers . . . . . 1.20

Star-White—7-in. flowers . . . . . 1.20

Crimson Wonder—8-in. flowers . . . . . 1.20

Orders in units of 5. No orders for less than  
30 clumps.

## NURSERYMEN'S EXCHANGE

475 Sixth St., SAN FRANCISCO 3, CALIF.

which adjoins the shade house. The parking area of 20,000 square feet accommodates 30 cars. During the open house coffee and doughnuts were served, and free gifts were given to all the ladies. A pony ring was operated for the children.

In charge of the new garden center is John M. Beck. Lee Hatch will be sales manager at the old location, Fifth and Blair streets, Eugene, where Mr. Vollstedt maintains his office. Mrs. Vollstedt will spend most of her time at the new location.

C. H. P.

## CALIFORNIA ARBORISTS

At the monthly meeting of the California Arborists Association held November 20 at Redwood City, a motion picture on the work being done in reforestation by private organizations was shown. A paper firm, well known for its activities in reforestation and for the operation of its tree farm, sponsored the showing. Some of the members of the group who had experience with the reforestation projects of the United States forestry service indicated they felt the story did not give the federal agencies full credit for the work they are doing in that regard.

Part of the evening was devoted

## PORTLAND WHOLESALE NURSERY CO.

5050 S. E. STARK ST.

Avery H. Steinmetz  
Paul E. Van Allen

PORTLAND 15, OREGON

## Quality Stock

CONIFERS AND BROAD-LEAVED  
EVERGREENS  
SHADE AND FLOWERING TREES  
FRUIT TREE SEEDLINGS  
FRUIT TREES  
DECIDUOUS SHRUBS  
VINES AND BULBS  
PORTLAND ROSES  
NURSERY SUPPLIES

## MAPLES (Excellent Quality) 1 and 2-yr.

Faassen's  
Red-Leaved  
Norway  
Norway Pyramidal  
Norway Silver  
Variegated

Red (rubrum)  
Schwedler  
Silver  
Spnothi  
Sugar

Write for our Catalog

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

## OREGON NOTES

Paul Van Allen, Portland, president of the Oregon Association of Nurserymen, and Joe Klupenger, Portland, O. A. N. convention chairman, have announced the following speakers for the winter convention to be held January 30 and 31 at the Multnomah hotel, Portland: Julius Heines, plant pathologist, Oregon state department of agriculture;

to a discussion of new pesticides soon to be offered to the operators and to new or better methods of pest control and tree surgery. The group also decided to continue its annual banquet program and decided to hold the next affair at Rickey's, at Palo Alto, January 17. At that time new officers will be installed and old-timers will be called on to keep the newcomers informed on the traditions of the profession.



## MAY NURSERY CO.

Established 1909

### CHOICE YAKIMA VALLEY GROWN NURSERY STOCK

Fruit Tree Seedlings

Fruit Trees

Roses

Shade and Ornamental Trees

Deciduous Shrubs  
and

General Ornamental Stock

Our wholesale price list sent  
upon your request.

Let us quote on your requirements.

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### ORDER FROM RICH!

Flowering Crab Apples, many  
varieties

Flowering Cherries

Flowering Plums

Norway Maples, branched, all  
grades

Red Maples, branched

Silver Maples, branched

Pin Oaks

Dogwoods

Fruit Trees

And Many Other Items

Write for our wholesale list.

**RICH & SONS NURSERY**  
HILLSBORO, ORE.

### CUTTING-GROWN RHODODENDRON LINERS

Hardy and semihardy varieties,  
Quality only

**VAN VEEN NURSERY**

3127 S. E. 43rd Ave.  
PORTLAND 6, ORE.

### RHODODENDRON AND EVERGREEN LINERS

In Season

**J. B. WHALLEY**

Rt. 2, Box 683

TROUTDALE, ORE.

Thomas C. Prideaux, assistant vice-president, United States National Bank of Portland; Channing Jones, Jr., manager, merchandising division, California Spray Chemical Corp., Richmond, Calif.; Lyle Janz, manager, Portland better business bureau, and Walter Doty, director of research, Sunset magazine. A feature of the program will be the honoring of all past presidents of the association.

Robert Walker, Holgate Nursery, Portland, has been informed that two landscape plans of his firm have received recognition in the "Plant America" competition of the American Association of Nurserymen. One award went to Tucker Oral school, Portland, and another to the Eastport Plaza branch of the United States National Bank of Portland.

R. S. Mullison, chairman of the transportation committee of the O. A. N., has sent another protest concerning the lack of railroad cars that have sufficient capacity for 30,000 pounds of nursery stock. This protest was directed to M. F. Edbrooke, who serves as chairman of the transcontinental freight bureau.

Samuel Rich, Rich & Sons Nursery, Hillsboro, was commended by officers of the A. A. N. for the statement he made at a recent wage and hour hearing held at Portland.

A report from the "Christmas tree capital of the world," Shelton, Wash., states that the volume of trees sold the past season was the greatest to date. One firm, the G. R. Kirk Co., Tacoma, Wash., reported that it shipped a total of over 3,000,000 trees.

Mrs. Nettie Gale, an expert for the past 45 years in the growing and handling of northwest native plants, died November 28 at her home at Portland at the age of 89.

Seventy-five nurserymen and florists attended the annual meeting of the Oregon Flower Growers' Market Club at Portland November 26. After a potluck dinner, the nurserymen provided the entertainment for the evening. Mrs. Betty Abbott, Abbott's Green Thumb, Portland, sang, and W. P. Nuffer, Mountain View Nursery, Gresham, showed colored slides of his trip into remote parts of Utah. Speakers were Paul Van Allen and Chapter Presidents Robert Walker and Roy Smith, Valley View Nursery, Portland. Mr. Walker acted as master of ceremonies for the evening's program of events.

Avery Steinmetz, Portland Wholesale Nursery Co., left November 30 for an extended trip through the

## MILTON NURSERY CO.

Our 80th Year

MILTON - FREEWATER, ORE.

Flowering, Ornamental, Shade  
Trees and Shrubs. Fruit Trees,  
Fruit Tree Seedlings and Angers  
Quince Rooted Cuttings.

Licensed Growers of:

Moraine Locust (Pat. No. 836)

Crimson King Maple (Pat. No. 735)

Send for Our Price List

Our combination carlots for eastern  
distributing points during  
shipping season save freight costs.

Jan de Graaff's

OREGON BULB FARMS

P. O. Box 512

GRESHAM, OREGON

Lilies

Daffodils

### ---FINEST QUALITY--- AZALEAS—HOLLIES RHODODENDRONS—ROSES

DESCANSO DISTRIBUTORS, INC.

Wholesale Growers

12492 Pipeline Ave. Chino, Calif.

### PROPAGATION OF PLANTS

By Kains and McQuesten.

Seed testing, layerage, division, separation, rooting cuttings, grafting, budding, stock and scion handling, nursery management and pest control. 637 p. (1942). Price, \$6.00, postpaid.

AMERICAN NURSERYMAN

343 S. Dearborn St. Chicago 4, Ill.

### ROSES - Field Grown

Patented and Nonpatented.

Finest in roses since 1935.

Write for new list and prices. Contracts  
and advance orders solicited.

**PACIFIC NORTHWEST ROSE NURSERY**

P. O. Box 261

GRESHAM, ORE.

### MITSCH NURSERY

Wholesale Propagators of  
Evergreen Liners

Write for latest price list.

AURORA, ORE.

### DOTY & DOERNER, Inc.

6691 S. W. CAPITOL HIGHWAY  
PORTLAND 19, OREGON

\*\*\*\*\*  
WHOLESALE

GENERAL NURSERY STOCK

# SIX ITEMS— FOR lasting beauty through the years — at these prices while they last. —

Fine stock of which we are justly proud.

See our catalog for other evergreens.

	Per 100	Per 1000
<b>Picea excelsa nidiformis</b> (Nest Spruce)		
Wonderful dwarf, dark green, flattened globe. Rare and in heavy demand.		
6 to 9 ins., TT., B.R.	\$50.00	\$400.00
6 to 9 ins., TT., B.R., near specimens	57.00	.....

	Per 100	Per 1000
<b>Picea excelsa sherwoodii</b> (Sherwood's Multnomah Spruce)		
Wonderful dwarf, compact, irregular, flattened globe.		
6 to 9 ins., TT., B.R.	50.00	400.00
9 to 12 ins., TT., B.R.	65.00	520.00
6 to 9 ins., TT., B.R., near specimens	57.00	.....
9 to 12 ins., TT., B.R., near specimens	73.00	.....

Excellent material.

## DID YOU KNOW?

That there are more than 600 species and varieties of pine.



**SHERWOOD NURSERY CO.**  
Evergreens - PROPAGATORS AND GROWERS  
WHOLESALE

Wholesale list available—trade only.  
(It contains complete descriptions.)

CORBETT, ORE.

	Per 100	Per 1000
<b>Picea pungens</b> (Colorado Spruce) (Green)		
Very handsome and very hardy.		
*6 to 9 ins., T.	\$13.00	\$104.00
*9 to 12 ins., T.	16.00	128.00
12 to 15 ins., T., B.R.	20.00	160.00

Heavy stock. A marvelous buy, good for Christmas tree growing, for cans or growing on.

	Per 100	Per 1000
<b>Pinus mughus compacta</b> (Mugho Pine)		
A dense, stout, dwarf evergreen.		
6 to 9 ins., TT., B.R., near specimens	49.00	.....
9 to 12 ins., TT., B.R., near specimens	65.00	.....
9 to 12 ins., TT., B&B	102.00	.....

Sell 'em now, plant 'em out or shove 'em into cans and see how fast they grow into money.

The best strain.

	Per 100	Per 1000
<b>Thuja occidentalis</b> (American Arborvitae)		
Always justly esteemed.		
2 to 3 ft., TT., B.R., hedge grade	73.00	.....
3 to 4 ft., TT., B.R., hedge grade	97.00	.....

Extra-fine hedge material.

	Per 100	Per 1000
<b>Vinca minor</b> (Common Periwinkle)		
A complete and refreshing ground cover.		
*1-yr. plants	8.00	64.00

All shipping charges prepaid on stock marked with an asterisk (\*).

south Pacific area, with stops scheduled at Hawaii, the Fiji islands, New Zealand and Australia.

Roy Ray, Portland Wholesale Nursery Co., was hospitalized for several weeks.

Harry Sharp & Son, dealing in bulbs and plants at Seattle, Wash., have announced that Otto E. Panzer, formerly manager of O. E. Panzer Wholesale Florist (now Klupenger Greenhouses), Portland, has become associated in the business.

Robert Snodgrass, Esch Nursery, Portland, was elected president of the Portland Landscape Gardeners' Association at a recent annual meeting. Other officers elected were Lawrence Underhill, Portland landscape architect, vice-president; John Carle, Landscape Service, secretary, and Frank Tooze, Sunset Landscaping Co., treasurer. Trustees elected were Robert Ryan, James Wagner and Riley Stevens. Jack Abbott was named as alternate. C. H. P.

NEVADA NURSERY, INC., Las Vegas, Nev., has been reorganized, with Ted Kimmel, president, and W. H. Onn, vice-president and general manager. The nursery does landscaping work, including patio and lawn installation.



TAGS AND LABELS OF  
**PLASTIC - WATERPROOF FIBRE  
RUSTPROOF ALUMINUM FOIL  
WATER RESISTANT PAPER**  
THAT ENDURE IN MOST CONDITIONS AND ARE STILL READABLE  
SLOTTED - PUNCHED - WIRED - STRUNG  
FOR SPEEDY ATTACHING.  
*Economical Too!*

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FOR BROCHURE OF  
EASTMAN'S STOCK, SALE  
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*factories*

Automatic Multi-Color Presses, Stringing & Wiring  
FREE ARTWORK ON REQUEST

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RICHMOND, CALIF.

720 E. 59th Street  
LOS ANGELES, CALIF.

# CLASSIFIED ADS

Rate: 40 cents per line, each insertion.

Minimum order, \$4.00.

Instructions for the February 1 issue must be received by Friday, January 10.

Forms for February 15 issue will close Friday, January 24.

## AZALEAS

**AZALEAS**  
CASH AND CARRY ONLY, NO DELIVERY.  
OVER \$0.000  
SIZES RANGING FROM 4 ins. to 8 ft.  
(Not all sizes in all varieties.)  
Lath house and field-grown.  
Quality, priced right.  
(Prices available on request.)

**INDICA**  
ELEGANS PRIDE OF MOBILE  
FORMOSA SOUTHERN BELL  
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GEO. L. TABER VITTATA FORTUNE  
DUC DE ROHAN JUDGE SOLOMON  
**KURUME**  
SNOW PINK PEARL  
HINODEGIRI SALMON BEAUTY  
CHRISTMAS CHEER HINO-CRIMSON  
**PERICAT**  
SWEETHEART FORTUNE  
SUPREME GARDENIA  
MME. PERICAT SUPREME  
TWENTY GRAND  
KURUME, 4 to 6 ins., 40c; 6 to 8 ins., 50c;  
8 to 10 ins., \$1.00; 10 to 12 ins., \$1.25.  
DELHAVEN GARDENS AND NURSERY  
Route 1 Bayside, Va.  
5 miles east of Norfolk, Va.  
Phone LOwell 3-7231. Nights MAdison 5-8150.

## AZALEAS

Our plants are grown in the open field,  
single rows, sheared, compact plants.

100 rate  
6 to 8 ins., B&B .....\$0.75  
8 to 10 ins., B&B ..... .90  
10 to 12 ins., B&B ..... 1.15  
12 to 15 ins., B&B ..... 1.40  
15 to 18 ins., B&B ..... 1.90  
Hinodegiri, in quantity; smaller lots of  
Snow, Coral Bells, sherwoodi, indica alba  
and Glendale in larger sizes. 18 to 24 ins.,  
B&B, \$2.50.

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Box 336 Milford, Del.

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DELIVERY SPRING, 1958.

POT OR FLAT-GROWN.

AMOENA CORAL BELLS  
GREETING HERBERT  
HINO-CRIMSON HINODEGIRI  
PALESTRA POUKHANENSIS  
MACRANTHA MME. PERICAT  
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WRITE FOR COMPLETE LIST.

\$14.00 per 100, \$125.00 per 1000.

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KURUMES, GLENN DALES, ETC.  
Thousands of beautiful Hino-Crimson and  
other evergreen Azaleas. Dense, bushy, well-  
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Book your order now, to be sure of getting  
yours, as there never are enough to meet  
the demand.

THE TANKARD NURSERIES, Exmore, Va.

AZALEAS FOR FORCING

AND LANDSCAPE PLANTING

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Lining-out .....\$ 4.50 Per 1000

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18 to 24 ins., branched ..... 16.00 140.00

RED-LEAVED BARBERRY

(Atropurpurea) 4-yr. transplants

Heavy stock. Per 100 Per 1000

9 to 12 ins. ....\$24.00 \$200.00

12 to 18 ins. .... 28.00 240.00

18 to 24 ins. .... 32.00 280.00

2 to 2 1/2 ft. .... 36.00 320.00

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(Thunbergi) 4-yr. transplants

Heavy stock. Per 100 Per 1000

9 to 12 ins. ....\$20.00 \$160.00

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18 to 24 ins. .... 28.00 240.00

Our red Barbary is one of the finest

strains in the U. S. A.

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2-yr. seedlings.  
Write for price quotations.

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120 Fairport Nursery Rd.  
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RED RASPBERRIES

	No. 1 suckers	No. 1 transpl.
Latham, Newburgh, Taylor ..	\$55.00	\$65.00
Indian Summer, Durham, Milton, Willamette .....	60.00	70.00
Chief, Sunrise, St. Regis .....	50.00	60.00
September, Amber Yellow .....	70.00	80.00

Cumberland, Bristol, No. 1 tips, \$45.00 per 1000

Sodus, No. 1 tips .....\$ 50.00

No. 1 transplants ..... 100.00

Stock can be shipped any time during winter or early spring. List of other offerings upon request.

CONGDON'S WHOLESALE NURSERY

North Collins, N. Y.

BLACK RASPBERRIES

In No. 1 transplants, No. 1 and No. 2

suckers: Chief, Durham, Earlired, Indian

Summer, Latham, September, Taylor, Viking,

Willamette.

BLACK RASPBERRIES

Cumberland and Logan, No. 1 tips and No.

1 transplants: Sodus and Marion (purple),

Golden Queen (yellow), Concord and Fredonia

Grape plants, all grades.

All quality stock. Priced to sell. Shipment

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Bridgman, Mich.

BLUEBERRIES 10 100

3-yr., 12 to 18 ins. ....\$5.50 \$45.00

4-yr., 18 to 24 ins. .... 7.00 60.00

Stanley, Atlantic, Jersey, Pemberton, Bur-

lington, Blue-ray.

Ask for latest wholesale price list.

WAYNESBORO NURSERIES

Waynesboro, Va.

RASPBERRY PLANTS

Latham and Indian Summer, No. 1, Ohio-

grown, well rooted. Write for special quan-

tity prices.

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TUBEROUS BEGONIAS

Giant double flowering CAMELLIA TYPE,

8 colors. 100 1000

1 1/4 to 1 1/2-in. ....\$ 8.50 \$ 45.00

1 1/2 to 2-in. .... 8.50 75.00

2 to 2 1/2-in. .... 13.50 125.00

Minimum order \$5.00.

FIMBRIATA (Carnation type), double flow-

ering, 6 colors,

1 1/4 to 1 1/2-in. ....\$ 7.50 \$ 63.00

1 1/2 to 2-in. .... 11.50 100.00

2-in. and up ..... 15.00 140.00

Minimum order \$5.00.

PICOTEE (true Camellia type), two-toned

rose and white

PENDULA (Hanging Basket type), 5 colors

balanced. ....\$12.50 \$115.00

MULTIFLORA (Lilliput or miniature) (hy-

brids), copper, red, salmon and yellow.

1 1/4-in. and up .....\$12.50 \$115.00

Minimum order \$5.00.

LOUIS DANK

1170 Broadway New York, N. Y.

FANCY-LEAVED CALADIUMS

The finest of commercial named varieties.

Over 75 varieties absolutely free from dis-

eases, fully upgraded.

Per 100 Per 1000

No. 3, 3/4 to 1-in. ....\$ 7.00 \$ 63.00

No. 2, 1 to 1 1/2-in. .... 12.00 110.00

No. 1, 1 1/2 to 2 1/2-in. .... 18.00 160.00

Jumbo, 2 1/2 to 3 1/2-in. .... 25.00 230.00

Mammoth, 3 1/2-in. up ..... 37.00 350.00

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## HOLLAND-GROWN BULBS

DARWIN TULIPS, first size, 11 to 12 cm.,  
5c each, \$4.00 per 100 on one variety;  
Jubilee (blue), Wm. Pitt (red), Pride of  
Haarlem (deep rose), Yellow Giant (yel-  
low), Princess Elizabeth (rose), Wm. Cop-  
land (lavender), Queen of Night (blue-  
black), Bartigon (dark red), Clara Butt  
(pink).

PARROT TULIPS, 7 1/2c each, \$6.00 per 100;  
Blue Parrot (blue), Orange Favorite (or-  
ange), Sunshine (bright yellow), Red  
Champion (red), Black Parrot (blue-  
black).

REMBRANDT TULIPS, 7 1/2c each, \$6.00 per  
100; Cordell Hull (variegated white and  
red).

TULIPA FOSTERIANA, 7 1/2c each, \$6.00 per  
100; Red Emperor (large scarlet).

COTTAGE TULIPS, 7 1/2c each, \$6.00 per 100;  
G. W. Leak (crimson and orange), Carrara  
(white), Marjorie Bowen (yellow edged  
scarlet).

BREEDER TULIPS, 5c each:

Dillenburg (orange-scarlet).

TRIUMPH TULIPS, 5c each:

Kansas (white).

CROCUS, blooming size, 7 to 8 cm., 4c  
each, \$3.00 per 100; King of the Blues,  
King of the Whites.

MUSCARI (Grape Hyacinth), 2c each.

SCILLA (Camp, mixed), 2 1/2c each.

SNOWDROPS, 4c each.

GIANT YELLOW TRUMPET DAFFODILS,  
6 1/2c each, \$6.00 per 100; Golden Harvest,  
Music Hall, King Alfred, Solario.

DUTCH IRISES, 8 to 9 cm., 5c each; Golden  
Harvest, White Excelior, Wedgewood.

HYACINTHS, bedding size, 15 to 16 cm., 1c  
each; Pink Pearl (deep rose), La Victoire  
(carmine-red), L'Innocence (pure white),  
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(deep blue), City of Haarlem (golden yel-  
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MADONNA LILY, jumbo size, blooms Decora-

tion day, 35c each.

REGAL LILIES, 15c each.

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## GLOXINIAS

The best commercial varieties.

Per 1000

1 1/4 to 1 1/2-in. ....\$ 7.50 \$ 65.00

1 1/2 to 2-in. .... 14.00 130.00

2 to 2 1/2-in. .... 22.00 195.00

Mammoth, 2 1/2-in. up ..... 30.00 275.00

Minimum order \$5.00.

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We have competitive prices, high quality

bulbs, sorts authenticity. Solid packing and

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CHINESE CHESTNUT SEED

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Blight resistant.

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Write for price list and description.

DR. J. WESLEY EDEL

(Prospect Plantation)

Grasonville, Md.

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## DOGWOODS

CORNUS FLORIDA RUBRA, 2-YR.

7 to 8 ft., B&B .....\$7.00

6 to 7 ft., B&B ..... 6.50

5 to 6 ft., B&B ..... 6.00

4 to 5 ft., B&B ..... 5.50

3 to 4 ft., B&B ..... 5.00

30 to 35 ins., br. .... 1.40

24 to 30 ins., br. .... 1.10

CORNUS FLORIDA RUBRA, 1-YR.

24 to 30 ins., br. ....\$1.10

18 to 24 ins., br. .... 1.00

12 to 18 ins., br. .... .85

6 to 12 ins., br. .... .50

CORNUS FLORIDA, WHITE-FLOWERING

Seedlings. Per 1000

4 to 6 ins. ....\$20.00

6 to 12 ins. .... 30.00

12 to 18 ins. .... 40.00

IKE HAWKES NURSERY

Winchester, Tenn.



Field-grown Dogwood liners 100 1000  
Pink Dogwood, dormant buds ..... \$20 \$175  
Double white flower'g. dormant buds 30 250  
The latest Dogwood (Super Red)..... 35 ...  
White Dogwood, seedlings, 4 to 6 ins.,  
\$15.00 per 1000; 6 to 12 ins., \$25.00; 12 to  
15 ins., \$40.00. Quality stock. Write for  
price list. Wayne's Ornamental Nursery,  
P. O. Box 120, Winchester, Tenn.

**DOGWOOD SCIONS**  
Cornus florida rubra, good brilliant pink  
for grafting, 5c.  
**DUGAN NURSERIES, INC.**  
Center St. Perry, O.

### EVERGREENS, Liners

#### POTTED AND FIELD LINERS

	Per 100	Per 1000
<b>Taxus media Adams</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	\$18.00	\$170.00
2-yr. 2 1/4-in. r. pots,		
8 to 12 ins. ....	24.00	220.00
3-yr. TT, 8 to 12 ins. ....	35.00	325.00
<b>Taxus media andersoni</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	18.00	170.00
<b>Taxus media browni</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
2-yr. 2 1/4-in. r. pots,		
8 to 10 ins. ....	25.00	230.00
3-yr. TT, 6 to 12 ins. ....	35.00	325.00
4-yr. TT, 8 to 12 ins. ....	50.00	450.00
<b>Taxus cuspidata</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	18.00	170.00
2-yr. 2 1/4-in. r. pots,		
8 to 12 ins. ....	24.00	220.00
3-yr. TT, 6 to 10 ins. ....	35.00	325.00
<b>Taxus cuspidata, semi-up</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
2-yr. 2 1/4-in. r. pots,		
8 to 12 ins. ....	25.00	230.00
3-yr. TT, 6 to 12 ins. ....	35.00	325.00
<b>Taxus cusp. capitata, sdig.-grown</b>		
1-yr. 2 1/4-in. r. pots,		
3 to 6 ins. ....	22.50	200.00
2-yr. 2 1/4-in. r. pots,		
8 to 12 ins. ....	27.50	250.00
3-yr. TT, 8 to 12 ins. ....	50.00	450.00
<b>Taxus media Halloran</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	25.00	180.00
2-yr. TT, 8 to 12 ins. ....	35.00	325.00
<b>Taxus media hatfieldi</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	18.00	170.00
<b>Taxus media hatfieldi No. 18</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
2-yr. TT, 6 to 10 ins. ....	25.00	230.00
3-yr. TT, 8 to 12 ins. ....	35.00	325.00
4-yr. TT, 8 to 12 ins. ....	50.00	450.00
<b>Taxus media hatfieldi No. 24</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
<b>Taxus media hicksi</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	18.00	170.00
2-yr. 2 1/4-in. r. pots,		
8 to 12 ins. ....	24.00	220.00
3-yr. TT, 8 to 12 ins. ....	35.00	325.00
4-yr. TT, 8 to 12 ins. ....	50.00	450.00
<b>Taxus media kelseyi</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
2-yr. 2 1/4-in. r. pots,		
8 to 12 ins. ....	25.00	230.00
3-yr. TT, 8 to 12 ins. ....	35.00	325.00
4-yr. TT, 8 to 12 ins. ....	50.00	450.00
<b>Taxus media thayeri</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	18.00	170.00
2-yr. 2 1/4-in. r. pots,		
8 to 12 ins. ....	24.00	220.00
3-yr. TT, 8 to 12 ins. ....	35.00	325.00
<b>Taxus cusp. vermeuleni</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
2-yr. TT, 8 to 12 ins. ....	35.00	325.00
3-yr. TT, 8 to 12 ins. ....	50.00	450.00
<b>Taxus media wald</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	22.50	200.00
2-yr. 2 1/4-in. r. pots,		
8 to 12 ins. ....	27.50	250.00
3-yr. TT, 8 to 12 ins. ....	40.00	350.00
<b>Taxus media wollesleyana</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	50.00	450.00
<b>Juniperus horizontalis plumosa</b> (Andorra compacta)		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
2-yr. TT, 8 to 12 ins. ....	30.00	275.00
<b>Juniperus communis depressa aurea</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00

(Continued in next column)

(Continued from previous column)

2-yr. 2 1/4-in. r. pots,	24.00	220.00
2-yr. TT, 8 to 12 ins. ....	30.00	275.00
<b>Juniperus fastigiata (Irish)</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
2-yr. TT, 8 to 12 ins. ....	30.00	275.00
3-yr. TT, 12 to 15 ins. ....	50.00	450.00
<b>Juniperus chin. pfitzeriana</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	22.50	200.00
2-yr. 2 1/4-in. r. pots,		
8 to 10 ins. ....	26.00	240.00
2-yr. TT, 6 to 12 ins. ....	30.00	275.00
3-yr. TT, 8 to 12 ins. ....	40.00	350.00
<b>Juniperus chin. pfitzeriana glauca</b> (Blue)		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	27.50	250.00
2-yr. TT, 8 to 12 ins. ....	35.00	325.00
<b>Juniperus communis suecica</b> (Swedish)		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
<b>Thuja occ. douglasii aurea</b>		
2-yr. TT, 6 to 12 ins. ....	30.00	275.00
3-yr. TT, 12 to 15 ins. ....	37.50	350.00
<b>Thuja occ. elegantissima</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
2-yr. TT, 6 to 12 ins. ....	30.00	275.00
3-yr. TT, 12 to 15 ins. ....	37.50	350.00
<b>Thuja occ. ellwangeriana</b> (Tom Thumb)		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
2-yr. TT, 6 to 12 ins. ....	30.00	275.00
3-yr. TT, 8 to 12 ins. ....	37.50	350.00
<b>Thuja occ. globosa</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
2-yr. TT, 6 to 12 ins. ....	30.00	275.00
3-yr. TT, 8 to 12 ins. ....	37.50	350.00
<b>Thuja occ. Hetz's Winter Green</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	20.00	180.00
2-yr. TT, 6 to 12 ins. ....	30.00	275.00
3-yr. TT, 8 to 12 ins. ....	37.50	350.00
<b>Thuja occ. pyramidalis</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	18.00	170.00
2-yr. TT, 8 to 12 ins. ....	25.00	230.00
3-yr. TT, 8 to 12 ins. ....	35.00	325.00
<b>Thuja occ. wareana</b> (Siberian)		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	18.00	170.00
2-yr. TT, 6 to 12 ins. ....	30.00	275.00
3-yr. TT, 8 to 12 ins. ....	37.50	350.00
<b>Thuja occ. woodwardi</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	18.00	170.00
2-yr. TT, 6 to 12 ins. ....	30.00	275.00
3-yr. TT, 8 to 12 ins. ....	40.00	350.00
<b>Ilex crenata convexa bullata</b>		
1-yr. 2 1/4-in. r. pots,		
3 to 6 ins. ....	20.00	180.00
2-yr. 2 1/4-in. r. pots,		
3 to 6 ins. ....	25.00	230.00
2-yr. TT, 6 to 8 ins. ....	30.00	275.00
<b>Ilex crenata hetzi</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 8 ins. ....	20.00	180.00
2-yr. 2 1/4-in. r. pots,		
4 to 8 ins. ....	22.00	200.00
2-yr. TT, 6 to 12 ins. ....	35.00	320.00
3-yr. TT, 8 to 12 ins. ....	45.00	400.00
<b>Ilex crenata rotundifolia</b>		
1-yr. 2 1/4-in. r. pots,		
4 to 8 ins. ....	18.00	170.00
2-yr. 2 1/4-in. r. pots,		
4 to 8 ins. ....	22.00	200.00
2-yr. TT, 6 to 8 ins. ....	27.50	250.00
2-yr. TT, 8 to 12 ins. ....	30.00	275.00
3-yr. TT, 12 to 15 ins. ....	45.00	400.00
<b>Ilex crenata Stokes Pat. 887</b>		
2-yr. 2 1/4-in. r. pots,		
2 to 4 ins. ....	35.00	300.00
3-yr. 2 1/4-in. r. pots,		
4 to 6 ins. ....	45.00	400.00
3-yr. TT, 6 to 8 ins. ....	65.00	600.00
<b>Ilex crenata, dwarf</b>		
2-yr. TT, 6 to 8 ins. ....	45.00	400.00
3-yr. TT, 8 to 12 ins. ....	65.00	600.00
<b>Ilex glabra</b>		
2-yr. 2 1/4-in. r. pots,		
6 to 10 ins. ....	22.00	200.00
3-yr. TT, 8 to 12 ins. ....	40.00	350.00
<b>TAXUS CAPITATA</b>		
2-yr. seedlings, 3 to 6 ins. ....	10.00	80.00
3-yr. seedlings, 5 to 10 ins. ....	16.00	120.00
240,000 Taxus capitata seedlings, special price on quantity lots. Complete catalog on request.		
<b>HEASLEY'S NURSERIES</b> 247 Freepoint Road Butler, Pa.		

#### EVERGREEN LINERS

	Each	100	1000
<b>ARMSTRONG PFTZER JUNIPER</b>			
2-in. pots, 2-yr. 5 to 7 ins. ....	\$0.27 1/2	\$27.50	\$225.00
2-in. pots, 1-yr. 4 to 6 ins. ....	.23 1/2	23.50	187.50
<b>BURK JUNIPER</b>			
2 1/2-in. pots, 1-yr. 8 to 10 ins. ....	.25	25.00	200.00
<b>HETZ GLAUCIA JUNIPER</b>			
2 1/2-in. pots, 1-yr. 5 to 6 ins. ....	.23 1/2	23.50	187.50
<b>TAXUS ANDERSONI</b>			
2 1/2-in. pots, 1-yr. 5 to 7 ins. ....	.22 1/2	22.50	175.00
<b>TAXUS BROWNII</b>			
2 1/2-in. pots, 1-yr. 4 to 6 ins. ....	.22 1/2	22.50	175.00
<b>TAXUS COLUMNARIS</b>			
2 1/2-in. pots, 1-yr. 5 to 7 ins. ....	.22 1/2	22.50	175.00
<b>TAXUS CUSPIDATA</b>			
2 1/2-in. pots, 1-yr. 5 to 7 ins. ....	.22 1/2	22.50	175.00
<b>TAXUS HICKSI</b>			
2 1/2-in. pots, 1-yr. 5 to 7 ins. ....	.22 1/2	22.50	175.00
<b>TAXUS MEDIA</b>			
2 1/2-in. pots, 1-yr. 5 to 7 ins. ....	.22 1/2	22.50	175.00

TERMS: Cash with order. Free packing.  
Orders for spring held for one-fourth deposit.  
300 plants of one variety at 1000 rate.  
Not less than 50 of a variety.  
**VOGE NURSERY**  
New Lebanon, O.

#### EVERGREEN LINERS AND CUTTINGS

POT-GROWN STOCK		Each	100	1000
Arborvitae, American, dark green,	1-yr., 6 to 7 ins.	.....	\$0.26	\$0.24
Arborvitae, pyramidalis, 1-yr.,	6 to 7 ins.	.....	.26	.24
Juniperus chinensis pfitzeriana,	1-yr. pots, 4 to 7 ins.	.....	.26	.24
Juniperus chinensis pfitzeriana,	1-yr., 6 to 7 ins.	.....	.26	.24
Juniperus chinensis pfitzeriana,	2-yr. pots, 6 to 9 ins.	.....	.30	.28
Juniperus glauca hetzi, 1-yr.,	6 to 7 ins.	.....	.26	.24
Taxus hicksi, 2-yr., 6 to 8 ins.	.....	.....	.30	.28
Taxus andersoni, 2-yr., 6 to 8 ins.	.....	.....	.30	.28
Taxus cuspidata, 2-yr., 6 to 8 ins.	.....	.....	.30	.28
Taxus media compacta, spreading,	2-yr., 6 to 8 ins.	.....	.30	.28
Euonymus alatus compactus, 2-yr.,	6 to 7 ins.	.....	.20	.18
Korean Boxwood, 1-yr., 3 ins.	.....	.....	.22	.20
HEAVY ROOTED CUTTINGS				
From flats, growing outside in lath house				
Boxwood, Korean, hardy, 3 ins.	.....	.....	\$0.09	\$0.08
Euonymus alatus compactus, 3 ins.	.....	.....	.09	.08
Juniperus glauca hetzi, 6 ins.	.....	.....	.13	.12
Juniperus chinensis pfitzeriana,	6 to 7 ins.	.....	.13	.12
Arborvitae, pyramidalis,	8 to 6 ins.	.....	.13	.12
Arborvitae, American, dark green;	5 to 6 ins.	.....	.13	.12
Taxus hicksi, 5 to 6 ins.	.....	.....	.13	.12
Taxus intermedia, 5 to 6 ins.	.....	.....	.13	.12
Taxus cuspidata, 5 to 6 ins.	.....	.....	.13	.12
Taxus andersoni, 5 to 6 ins.	.....	.....	.13	.12
Taxus media, 5 to 6 ins.	.....	.....	.13	.12
Taxus hatfieldi, 4 to 5 ins.	.....	.....	.13	.12
Taxus browni, 4 to 5 ins.	.....	.....	.13	.12
TERMS: Packing and boxing free. 3 per cent discount for cash with order.				
Our stock guaranteed 100 per cent satisfactory or return within 5 days for full refund, plus full shipping charges paid.				
250 plants of each variety at	1000 rate.	.....		
MIAMI NURSERY CO.				
Tipp City, O.				
EVERGREENS				
ROOTED CUTTINGS		100	1000	
Arborvitae woodwardi	.....	\$0.09	\$0.08	
Arborvitae nigra, green	.....	.09	.08	
Arborvitae pyramidalis, 6 to 8 ins.	.....	.10	.09	
Andorra Juniper, 4 to 8 ins.	.....	.11	.10	
Pfitzer Juniper, 4 to 8 ins.	.....	.11	.10	
Hetz Juniper, 4 to 8 ins.	.....	.11	.10	
Taxus andersoni, 6 to 8 ins.	.....	.10	.09	
Taxus browni	.....	.12	.11	
Taxus capitata (leaders), 6 to 8	.....	.14	.12	
Taxus cuspidata, 6 to 8 ins.	.....	.09	.08	
Taxus hicksi, 6 to 8 ins.	.....	.09	.08	
Taxus densiformis, 6 to 8 ins.	.....	.14	.12	
1-YR. TRANSPLANTS				
Arborvitae woodwardi, 6 to 8 ins.	.....	.20	.18	
Taxus cuspidata, 6 to 8 ins.	.....	.20	.18	
Taxus hicksi, 6 to 8 ins.	.....	.20	.18	
2-YR. TRANSPLANTS				
Arborvitae woodwardi, 8 to 10 ins.	.....	.27	.25	
Taxus cuspidata, 8 to 10 ins.	.....	.32	.30	
Taxus hicksi, 8 to 10 ins.	.....	.32	.30	
Taxus capitata (leaders), 8 to 12	.....	.36	.34	
3-YR. TRANSPLANTS				
Taxus capitata (leaders), 10 to 14	.....	.45	.40	
Andorra Juniper, 10 to 14 ins.	.....	.35	.30	
GRAFTS				
Juniperus canari	.....	\$0.65	\$0.60	
Juniperus burki	.....	.65	.60	
Juniper, Spartan	.....	.80	.75	
Koster Spruce	.....	\$1.25	each	
Moerhous Spruce	.....	1.25	each	
SHRUBS				
Euonymus alatus, 15 to 18 ins.	.....	.30	each	
Euonymus yedoensis, 3 to 4 ft.	.....	.90	each	
50 of a variety at 100 rate.				
300 of a variety at 100 rate.				
DRAKE'S NURSERIES				
G-4342 Branch Rd.	.....	Flint 6,	Mich.	
EVERGREENS		100	1000	
Scotch Pine, 2-yr., 6 to 8 ins.	.....	\$ 5.50	\$20.00	
Scotch Pine, 3-yr., 6 to 12 ins.	.....	7.00	30.00	
Scotch Pine, 2-2, 10 to 12 ins.	.....	12.00	65.00	
Austrian Pine, 2-yr., 3 to 6 ins.	.....	3.50	20.00	
Austrian Pine, 3-yr., 6 to 12 ins.	.....	6.00	30.00	
American Red Pine,	.....			
2-yr., 2 to 4 ins.	.....		15.00	
3-yr., 6 to 12 ins.	.....		5.00	25.00
Norway Spruce, 2-yr., 3 to 5 ins.	.....		3.50	20.00
Norway Spruce, 3-yr., 6 to 12 ins.	.....		7.00	35.00
Colorado Blue Spruce,	.....			
2-yr., 2 to 4 ins.	.....		3.50	20.00
3-yr., 5 to 10 ins.	.....		7.50	40.00
Doyle Spruce, 2-yr., 3 to 5 ins.	.....		5.00	30.00
Write for complete price list and planting information.				
CHAPMAN'S NURSERY				
553 Church St.	.....	Indiana, Pa.		
EVERGREEN SEEDLINGS		100	1000	
Colorado Blue Spruce,	.....			
2-0, 2 to 4 ins.	.....	\$ 4.00	\$25.00	
3-0, 3 to 6 ins.	.....	6.00	30.00	
3-0, 4 to 8 ins.	.....	9.00	45.00	
Scotch Pine, 2-0, 2 to 4 ins. (yellowing)	.....			
2-0, 3 to 6 ins.	.....	7.00	35.00	
2-0, 3 to 10 ins.	.....	9.00	45.00	
Concolor Fir, 2-0, 3 to 6 ins.	.....	10.00	50.00	
Douglas Fir, 2-0, 4 to 6 ins.	.....	7.00	35.00	
Douglas Fir, 3-0, 5 to 10 ins.	.....	10.00	.....	
Japanese Fir, 4-0, 6 to 12 ins.	.....	16.00	.....	
American Arborvitae, 1-0, 1 to 2 ins.	.....	1.00	40.00	
NEUNER'S NURSERY				
368 Elcher Rd.	.....	Pittsburgh 2, Pa.		

**EVERGREENS, Liners—Continued**

EVERGREEN LINERS		
Viburnum suspensum	Ilex rotundifolia	
Buxus japonica	Viburnum odoratissimum	
Dwarf Eucalyptus	Ilex burfordi	
Gardenia fortunei	Ligustrum lucidum	
Gardenia veitchii	Ilex East Palatka	
Gardenia radicans		
Gardenia stricta nana		

	Per 100	Per 1000
3 to 5 ins., rooted cuttings	\$ 4.00	\$ 30.00
4 to 8 ins., transplants	6.00	50.00
6 to 8 ins., transplants	10.00	80.00
8 to 12 ins., transplants	12.50	100.00
Baker Arborvitae	Photinia serrulata	
Berkmans' aurea nana	Photinia glabra	
Globe Arborvitae	Podocarpus (Yew)	
Blue Lawson Cypress	Ilex bullata	
Pfitzer Juniper	Hetz Juniper	

Per 100 Per 1000  
4 to 6 ins. .... \$ 8.00 \$ 75.00  
6 to 8 ins. .... 12.50 100.00  
8 to 12 ins. .... 15.00 125.00

FLOWERWOOD NURSERY  
P. O. Box 185  
Phone 2-4021 or write. Cairo, Ga.

**BARE ROOTS**

	Each, 100	1000
Berkmans' Bio aurea nana	8c	75c
4 to 6 ins.	12c	11c
6 to 8 ins.	16c	15c
8 to 10 ins.	22c	20c
10 to 12 ins., tr.	22c	20c
Blota excelsa, 8 to 10 ins.	16c	9c
Ilex rotundifolia, rooted cuttings	5c	4c
Juniperus hetzi, 10 to 12 ins., tr.	19c	18c
Juniperus stricta, 6 to 8 ins.	11c	10c
10 to 12 ins., tr.	22c	20c
Crape Myrtle, watermelon-red,		
6 to 8 ins.	8c	7c

THE BUSH RANCH  
140 Woodland Drive  
James W. Lawson, Mgr. Phone Canal 6-4245  
Thomasville, Ga.

**PINE, SPRUCE SEEDLINGS**

	AND LINERS	100	1000
Scotch Pine, 3-yr., 8 to 14 ins.	\$ 6.00	\$35.00	
6 to 12 ins.	8.00	55.00	
Norway Spruce, 3-yr., 6 to 12 ins.	6.00	40.00	
Juniperus glauca hetzi, 2-yr.			
6 to 12 ins.	25.00		
Spreading Jap. Yew, 3-yr.			
4 to 8 ins.	30.00		

Write for complete list.

**PAINT CREEK NURSERIES**

R. D. 1 Shippensburg, Pa.

**EXCELLENT FIELD-GROWN LINERS**

From northern Alabama.

Juniperus chinensis pfitzeriana, root pruned and twice sheared.

	Per 100	Per 1000
2-yr., 6 to 8 ins.	\$22.50	\$200.00
2-yr., 8 to 14 ins.	27.50	250.00
Juniperus glauca hetzi or Juniperus horizontalis plumosa.		
1-yr., 6 to 8 ins.	12.00	100.00
1-yr., 8 to 14 ins.	15.00	120.00

EVA NURSERIES, EVA, A.L.A.

**JUNIPER LINERS**

	100	1000
Andorra Juniper, 6 to 8, T.	\$10.00	\$75.00
Andorra Juniper, 8 to 10, T.	12.00	90.00
Andorra Juniper, 10 to 12, T.	15.00	100.00
Hetz Juniper, 9 to 12, T.	20.00	150.00
Hetz Juniper, 12 to 15, T.	22.50	175.00

Cash with order appreciated. 300 at 1000 rate. These are heavy, field-grown transplants.

WHERRY'S NURSERIES, St. Marys, W. Va.

**EVERGREEN LINERS AND CUTTINGS****ROOTED CUTTINGS.**

Pfitzer Juniper	.....10c
Pfitzer Hets Juniper	.....10c
2 1/2-IN., POTTED.	
Pfitzer Juniper	.....20c
Pfitzer Hets Juniper	.....20c
Pyramidal Arborvitae	.....20c

TOWNSEND EVERGREEN NURSERY

S. Walnut St. Hartford City, Ind.

**EVERGREENS**

See our Classified ad in this issue under LINING-OUT STOCK.

T. G. OWEN & SONS, INC.

Columbus, Miss.

Surplus Stock

can be easily and quickly turned into

by listing it in the

American Nurseryman Classified Ads

**EVERGREENS, B&B****EVERGREENS, B&B.**

Each, 100

Ilex crenata convexa	
15 to 18 ins., heavy, field	\$1.75
18 to 24 ins., heavy, field	2.25
24 to 30 ins., heavy, field	3.00

Ilex crenata rotundifolia

15 to 18 ins., heavy, field	1.50
18 to 24 ins., heavy, field	2.10

Ilex crenata globosa

15 to 18 ins., heavy, field	1.75
18 to 24 ins., heavy, field	2.25

Ask for special rates in 1000 lots.

LINDLEY NURSERIES, INC.

Box H. Greensboro, N. C.

Classified Ads Offer Maximum Results at Minimum Cost.

**ILEX CRENATA (JAPANESE HOLLY)**

EACH, 100

1 1/2 to 2 ft., B&B	.....\$3.25
2 to 2 1/2 ft., B&B	4.25
2 1/2 to 3 ft., B&B	5.25
3 to 3 1/2 ft., B&B	6.50
4 to 5 ft., B&B	9.00

**ILEX CRENATA (SPREADING TYPE)**

15 to 18 in., spread, B&B	3.00
18 to 24 in., spread, B&B	3.90
2 to 2 1/2 ft., spread, B&B	5.00

**BULK'S NURSERIES**

610 W. Montauk Highway Babylon, N. Y.

**FRUIT AND NUT TREES****FRUIT TREES**

PEACH TREES, Dixied, Redhaven, Burbank Elberta, 2 to 3 ft., 30c; 3 to 4 ft., 40c; 4 to 5 ft., 50c each.

APPLES, Jon-a-del. New. Originated in Iowa. A cross between Jonathan and Red Delicious. It has all the good qualities of each of them and is flavored more mild than the Jonathan, and has more acid than the Delicious. It is sure to make a number one commercial apple. 2 to 3 ft., \$1.40; 3 to 4 ft., \$1.65; 4 to 6 ft., \$1.95.

CHERRIES, Large Montmorency, Early Richmond, 1 1/2 and up, 95c; 9/16 to 1 1/2, 80c. Good height.

PEARS, Campus Kieffer, 3 to 4 ft., 85c; 4 to 5 ft., 95c; 5 to 6 ft., \$1.05.

DWARF APPLES, Red Jonathan, Red Delicious, Turley Red Stayman, Yellow Delicious, Summer Champion, 2 to 3 ft., \$1.00; 3 ft. and up, whips, \$1.45; 3 ft. and up, branched, \$1.80.

DWARF CHERRIES, Meteor and North Star, 1 to 2 ft., 65c; 2 to 3 ft., 95c.

BENTON COUNTY NURSERY CO.

Rogers, Ark.

**PEACH AND PRUNE TREES**

Heavy rooted, well graded trees from one of the finest blocks of nursery stock.

Stanley Prune, in 1 1/2-in., 9/16-in. and 7/16-in. grades.

Fairhaven, Elberta and Redhaven Peaches, in 9/16-in., 7/16-in. and 5/16-in. grades.

**WHOLESALE PRICES.**

Write for quotations. All stock subject to prior sale.

**MOLTER'S MICHIGAN NURSERIES**

1500 U. S. 12 Benton Harbor, Mich.

**SURPLUS PEACH, IN STORAGE**

	18 to 24 ins.	2 to 3 ft.	7/16 to 9/16 in.	11/16 to 1 1/2 in.
Halehaven	200	280	45	60c
Golden Jubilee	125	250	58	11
Elberta	325	450	600	150
Henner Hale	175	300	375	175
Diamond King	250	350	450	160
Early Elberta	47	50	75	20
Gage Elberta	24	92	...	...
Champion	15	60	40	16

EGYPTIAN NURSERY & LANDSCAPE CO.

Two miles north of Farina on Route 37

Farina, Ill.

**CLARK DWARF APPLE SCIONS**

	Per 100	100-300	300-1000	1000
6 to 12 ins.	\$ 9.00	\$ 8.00	\$ 7.50	
12 to 18 ins.	18.00	16.00	15.00	
18 to 24 ins.	27.00	24.00	22.50	

**CLARK DWARF APPLE GRAFTS, callused.**

	Per 100	Per 1000
Piece-root	\$25.00	\$225.00
Whole-root	30.00	250.00

Roots hardy type seedlings, ready February 15. Cash. Prepaid.

WHELOCK WILSON NURSERY

P. O. Box 421 Marshalltown, Ia.

**LIMITED SUPPLY OF GRAFTS AVAILABLE**

Send your order in at once!

Apple bench grafts, for March 1 delivery. Leading varieties.

\$15.00 per 100, \$62.50 per 500, \$100.00 per 1000.

Flowering Crab bench grafts, for March 1 delivery: Hona, Elev, Weeping Flowering Crab, Red Silver Flame, \$20.00 per 100, \$90.00 per 500, \$150.00 per 1000. Almey, \$25.00 per 100.

EGYPTIAN NURSERY & LANDSCAPE CO.

Farina, Ill.

Small Ads Do Great Things in the American Nurseryman Classified Section.

**GARDEN ROOTS**

CANADA RED RHUBARB

(Chilman's strain.)

MacDonald, Red and Victoria.

Good No. 1 divisions.

Fall or spring delivery.

Wholesale only. Write

CHAPMAN'S BERRY FARM

East Leroy, Mich.

**VICTORIA RHUBARB ROOTS**

Just a few thousand left.

% to 1/2-in., \$10.00 per 1000.

Boxing free. Can ship now through March.

ASHCRAFT NURSERY

Copemish, Mich.

**GRAPEVINES****SCUPPERNONG GRAPE.**

See our display ad on page 65 of this issue.

ARAB NURSERY CO., ARAB, ALA.

**GRAPE CUTTINGS**

Concord and Fredonia, cut by experienced workmen, from clean, healthy vineyard; largest in Oklahoma. Tied with wire, 100 to bunch, \$6.00 per 1000. F.O.B. here, by express or motor freight, while supply lasts. IDEAL FRUIT FARM AND NURSERY Sulwell, Okla.

**HARDWOOD CUTTINGS**

TAXUS CUSPIDATA, SPREADING Choice, heavy cuttings from inspected stock, 6, 10, 14 ins. long. Freshly cut when order received.

\$25.00 per 1000.

Packed free. Cash with order, please.

JOE SABO & SON NURSERY

365 Bowhall Rd. Painesville, O.

Phone person-to-person, to Joe Sabo, Elmwood 2-1106.

Hardwood cuttings: Weigela hendersoni, Weigela rosea, Deutzias, Philadelphus, Red Ozier Dogwood, Forsythias, Honeysuckles, Spiraeas, Hydrangeas, others, \$3.50 per 1000, postpaid. Wide variety, different sizes of ornamental shrubs, trees, vines, perennials, bulbs, wild flowers, berries, Juniperus virginiana, hedge plants, ground covers, herbs and seeds. E. M. Bonner & Sons Nursery, R. 2, Box 190, McMinnville, Tenn.

**HARDY PLANTS****HERB PLANTS**

Decorative and culinary.

2 1/4-in. pot plants, well rooted, ready for resale.

Complete line.

Wholesale prices.

Listing on request.

Growing herbs since 1930.

POTTERS OF BARABOO

Dept. A Baraboo, Wis.

**HARDY PLANTS AND SHRUBS**

WE SPECIALIZE IN PERENNIALS.

ALL FIELD-GROWN STOCK.

SEND FOR OUR CATALOG.

SPRINGBROOK GARDENS, INC.

Mentor, O.

**IBERIS**

Sempervirens, fine 2-yr. plants, \$2.20 per 10, \$20.00 per 100, \$190.00 per 1000.

Snowflake, 2-yr. plants, \$2.50 per 10, \$22.00 per 100, \$210.00 per 1000.

PITZONKA'S PANSY FARM & NURSERY

Bristol, Pa.

America's best source

for Hardy Plants is

THE WAYSIDE GARDENS

Mentor, Ohio

Write for Trade List.

Iberis sempervirens, hardy white Candy-tuft. Heavy field-grown plants, \$12.50 per 100, \$115.00 per 1000, 250 at 1000 rate.

Fowler's Nursery, Raleigh, N. C.

LIRIOPE (OPHIOPOGONS)

The hardy Evergreen for walks and borders. Strong divisions, \$20.00 per 1000.

MOUNTVILLE NURSERIES, Mountville, Ga.

SPECIALISTS IN HARDY PERENNIALS

Ask for wholesale offer.

PEARCE SEED CO., Moorestown, N. J.

WELLERS BETTER PERENNIALS

WELLER NURSERIES CO., Holland, Mich.

Write for trade list.

**HEATHERS****HEATHERS**

OVER 100 VARIETIES.

4 to 6 ins. and 6 to 8 ins. from 4-in. bands, for spring, 1958 shipment. Write for "Heather Bloom Calendar" and price list.

W. M. STEWARD

R. 1, Box 422 Maple Valley, Wash.

If you don't find it listed here

try a Want Ad in the next issue

of the American Nurseryman.

**HEDGES**

Chinese Elm hedging (Ulmus pumila), transplanted, heavy caliber, bushy plants. Row run, 18 to 30 ins. tall, \$12.00 per 100. Free packing, cash with order.

Mellinger's, Inc., North Lima, O.

## HELLEBORUS

## HELLEBORUS NIGER

(Christmas Rose)

3-yr. transplants, blooming size.

Suitable to pot up for sales on roadside stands and garden centers.

\$50.00 per 100, \$450.00 per 1000.

C. HOOGENDOORN

Turner Rd.

Newport, R. I.

## HOLLY

## ILEX

Strong, healthy 2 1/4-in. pot-grown, in sterilized soil. Well established. Satisfaction guaranteed.

	Per 100
Ilex cornuta burfordii	\$12.50
Ilex cornuta femina (3-in. pots)	20.00
Ilex crenata helleri	17.50
Ilex crenata rotundifolia	15.00
Ilex opaca East Palatka	20.00
Ilex opaca femina	20.00
Ilex opaca fosteri	20.00
Ilex vomitoria nana (dwarf Yaupon)	20.00

## COTTAGE HILL NURSERY

4000 Japonica Lane Mobile, Ala.

## HOLLY SPECIAL

See our ad, page 67, in this issue.

GLEN SAINT MARY NURSERIES CO.  
Glen Saint Mary, Fla.

## ILEX OPACA

Named varieties, four years in field.

2 to 3 ft. B&B	\$ 5.00
3 to 4 ft. B&B	7.50
4 to 5 ft. B&B	10.00

## SIMPSON ORCHARD CO., INC.

1504 Wheatland Rd. Vincennes, Ind.  
Phone 489-3

## ILEX OPACA

SUPERIOR NAMED VARIETIES

WHOLESALE SUPPLIERS

OF LINING-OUT STOCK.

Write for price list.

HOLLY HAVEN, INC.

Box 75 New Lisbon, N. J.

## ILEX GLABRA (INK BERRY)

2-yr., well branched, in pots,

30c each, \$25.00 per 100.

CHAMPION NURSERIES

408 Main St. Perry, O.

## HONEYSUCKLES

## HONEYSUCKLES

Lonicera japonica halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field plants, 1, 4 to 8 leads, \$40.00 per 1000; lighter grade, \$20.00 per 1000; sample 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone: Or 2-4612.

ROBINSON NURSERY CO., Greenville, Ga.

## HALL'S HONEYSUCKLE

Good plants, well packed, \$20.00 per 1000.

MOUNTVILLE NURSERIES, Mountville, Ga.

If you don't find it listed here try a Want Ad in the next issue of the American Nurseryman.

## HYDRANGEAS

## HYDRANGEAS, BLUE 10 100

French China Blue Boy, 3 canes or more ..... \$4.50 \$40.00

French China Blue Boy, 2 canes ..... 3.50 30.00

Nikko Blue (hardy blue), 2-yr., 3 canes or more ..... 5.50 50.00

2-yr., 2 canes ..... 4.50 40.00

WAYNESBORO NURSERIES

Waynesboro, Va.

Quick — Convenient — Cheap! Selling through the Classified Ads of the American Nurseryman.

## IVIES

## IVIES, ROOTED CUTTINGS

Ready now and later.

Hedera baltica, true stock ... \$6.50 \$60.00

Hedera helix, true English ... 6.00 55.00

2 1/4-in. pots of either above, \$15.00 per 100.

Free packing. Cash with order.

BABCOCK GARDENS

Route 3 Jamestown, N. Y.

## BALTIMORE IVY

Hardest Ivy. Fine for wall or ground cover. True stock. Well rooted plants, 8 to 12-in. vines. Per 100 Per 1000

2-in. pots ..... \$12.50 \$115.00

2 1/4-in. pots, 1-yr. .... 20.00 190.00

STAFFORD GARDENS

Russell Breece, Mtd. Rt. 9 Delaware, O.

## IVIES

English, small-leaved, \$45.00 per 1000.

These are good rooted plants.

We have no greenhouse.

MOUNTVILLE NURSERIES, Mountville, Ga.

## LAWN GRASS AND SEED

Certified Meyer (Z-52) and Emerald Zoysia.

To be sure of highest quality Zoysia in these strains insist on certification by State Crop Improvement Association. Also Zoysia Matrella. Wholesale prices. Any quantity.

Merry Grass Nursery, Dept. C, Box 2176, Spring Hill Sta., Mobile, Ala. Phone Garden 6-1775.

## LINING-OUT STOCK

## LINING-OUT LIST

Prices subject to change without notice.

All potted liners on this list are priced for shipment in paper pots or cups. Those who prefer the ordinary method of packing, omitting this added protection, may deduct 1c per plant. The 1000 rate applies on all orders; therefore, please order in multiples of 25 or more.

Each, per 1000

BIOTA AUREA NANA

2 1/4-in. pots ..... \$0.18

2 1/2-in. pots ..... .20

BIOTA AUREA PYRAMIDALIS

COMPACTA

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

BIOTA BAKER

2 1/4-in. pots ..... .15

2 1/2-in. pots ..... .17

BIOTA BONITA

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

BIOTA BONITA, UPRIGHT

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

BIOTA EXCELSA

2 1/4-in. pots ..... .18

2 1/2-in. pots ..... .20

BIOTA SIBYLI

2 1/4-in. pots ..... .18

2 1/2-in. pots ..... .20

CEDRUS DEODARA

8x10-in. seedlings ..... .12

10x12-in. seedlings ..... .15

2 1/4-in. pots ..... .15

2 1/2-in. pots ..... .17

BLUE LAWSON CYPRESS

2 1/4-in. pots ..... .18

2 1/2-in. pots ..... .20

JUNIPERUS CHIN. PFITZERIANA

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .17

JUNIPERUS CHIN. PFITZERIANA

COMPACTA

2 1/4-in. pots ..... .17

2 1/2-in. pots ..... .18

JUNIPERUS CHIN. PFITZERIANA

NANA

2 1/4-in. pots ..... .20

2 1/2-in. pots ..... .25

JUNIPERUS CHIN. PFITZERIANA

BLUE GRAY

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .20

JUNIPERUS CHIN. SARGENTI, BLUE

2 1/4-in. pots ..... .22 1/2

2 1/2-in. pots ..... .22 1/2

JUNIPERUS CHIN. VIRIDIFOLIA

2 1/4-in. pots ..... .22 1/2

2 1/2-in. pots ..... .22 1/2

JUNIPERUS EXCELSA STRICTA

2 1/4-in. pots ..... .18

2 1/2-in. pots ..... .20

JUNIPERUS GLAUCA HETZI

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

JUNIPERUS HORIZONTALIS PLUMOSA

(Andorra Juniper)

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

JUNIPERUS JAPONICA PROCUMBENS

2 1/4-in. pots ..... .20

2 1/2-in. pots ..... .22 1/2

JUNIPERUS SABINA TAMARISCIFOLIA

2 1/4-in. pots ..... .20

2 1/2-in. pots ..... .22 1/2

JUNIPERUS VIRGINIANA KETLEERI

2 1/4-in. pots ..... .18

2 1/2-in. pots ..... .20

THUJA OCC. GLOBOSA

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

THUJA OCC. PYRAMIDALIS

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

TAXUS CUSPIDATA

2 1/4-in. pots ..... .17

2 1/2-in. pots ..... .18

ABELIA GRANDIFLORA

2 1/4-in. pots ..... .14

2 1/2-in. pots ..... .16

BERBERIS SARGENTI

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

BERBERIS JULIANAE

2 1/4-in. pots ..... .25

2 1/2-in. pots ..... .27 1/2

RUKUS JAPONICA

2 1/4-in. pots ..... .12

2 1/2-in. pots ..... .15

3-in. cans ..... .20

BUXUS SEMPERVIRENS

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

BUXUS SEMPERVIRENS CRONI

(Cron Hardy Boxwood)

2 1/4-in. pots ..... .20

2 1/2-in. pots ..... .22 1/2

ELAEAGNUS FRUITLANDI

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .17

(Continued in next column)

(Continued from previous column)

EUNYMYUS JAPONICUS AUREO-

VARIEGATUS

2 1/4-in. pots ..... .30

EUNYMYUS JAPONICUS

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

EUNYMYUS PATENS, large leaf

2 1/4-in. pots ..... .16

EUNYMYUS PATENS, small leaf

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .17

EUNYMYUS RADICAN ERECTUS

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .16

GARDENIA FORTUNEI

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .17

GARDENIA RADICANS

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .16

ILEX CORNUTA, seedlings

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

3-in. pots ..... .25

ILEX CORNUTA BURFORDI

2 1/4-in. pots ..... .18

2 1/2-in. pots ..... .17

3-in. pots ..... .25

ILEX CORNUTA FEMINA

2 1/4-in. pots ..... .18

2 1/2-in. pots ..... .20

ILEX CRENATA CONVEXA BULLATA

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .17

ILEX CRENATA HETZI

2 1/4-in. pots ..... .20

2 1/2-in. pots ..... .22 1/2

ILEX CRENATA POSTERI No. 1

A new low-growing compact

spreader. Its small serrated foliage

leaves are not convex and are more

pointed than those of Ilex convexa

bullata. Excellent material for

plantings where low, compact,

spreading specimens are required.

2 1/4-in. pots ..... .18

2 1/2-in. pots ..... .25

ILEX CRENATA ROTUNDIFOLIA

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .17

ILEX GLABRA

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

ILEX OPACA EAST PALATKA

2 1/4-in. pots ..... .18

2 1/2-in. pots ..... .20

ILEX OPACA FEMINA

2 1/4-in. pots ..... .30

2 1/2-in. pots ..... .26

JASMINUM FLORIDUM

2 1/4-in. pots ..... .18

2 1/2-in. pots ..... .18

CHERRY LAUREL

2 1/4-in. pots ..... .12

2 1/2-in. pots ..... .16

LIGUSTRUM IONANDRUM

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

LIGUSTRUM JAPONICUM

2 1/4-in. pots ..... .18

2 1/2-in. pots ..... .16

LIGUSTRUM LUCIDUM COMPACTUM

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .17

LIGUSTRUM SINENSE PENDULA

(Weeping Amur River Privet)

2 1/4-in. pots ..... .12

2 1/2-in. pots ..... .16

MAGNOLIA GRANDIFLORA

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

MAHONIA BEALEI

2 1/4-in. pots ..... .20

2 1/2-in. pots ..... .25

NANDINA DOMESTICA

2 1/4-in. seedlings ..... .05

2 1/2-in. pots ..... .10

2 1/2-in. pots ..... .12

3-in. pots ..... .20

PHOTINIA GLABRA

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

PHOTINIA SERRULATA

2 1/4-in. pots ..... .20

2 1/2-in. pots ..... .22 1/2

PITTOSPORUM TOBIRA

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

PODOCARPUS MACROPHYLLA

2 1/4-in. pots ..... .16

2 1/2-in. pots ..... .18

3-in.



## LINING-OUT STOCK—Continued

**LINING-OUT STOCK**  
We specialize in growing the finest in lining-out stock and guarantee satisfaction from these strong, healthy, bed-grown liners. They are all grown in sterilized soil and have excellent fibrous roots.

	Per 100
<i>Buxus harlandi</i>	
<i>Buxus japonica</i>	
4 to 6 ins.	\$ 8.50
6 to 8 ins.	10.00
<i>Cleyera japonica</i>	
6 to 8 ins.	12.50
8 to 12 ins.	15.00
<i>Euonymus patens</i>	
8 to 12 ins.	12.50
<i>Gardenia fortunei</i>	
<i>Gardenia mystery</i>	
6 to 8 ins.	10.00
8 to 12 ins.	12.50
12 to 18 ins.	15.00
<i>Gardenia radicans</i> (8 to 12 ins. only)	
<i>Gardenia stricta nana</i>	
8 to 12 ins.	12.50
12 to 18 ins.	15.00
<i>Ilex cassine angustifolia</i>	
8 to 10 ins.	15.00
10 to 15 ins.	17.50
<i>Ilex cornuta burfordi</i>	
6 to 8 ins.	10.00
8 to 12 ins.	12.50
12 to 18 ins.	15.00
12 to 18 ins., 2-yr., heavy	20.00
<i>Ilex crenata convexa</i>	
6 to 8 ins.	12.50
8 to 10 ins.	15.00
10 to 15 ins.	20.00
<i>Ilex crenata rotundifolia</i>	
6 to 8 ins.	10.00
8 to 10 ins.	12.50
10 to 15 ins.	15.00
2-yr. heavy liners	20.00
well-rooted cuttings	5.00
<i>Ilex opaca East Palatka</i>	
<i>Ilex opaca femina</i>	
6 to 8 ins.	12.50
8 to 12 ins.	15.00
12 to 18 ins.	17.50
<i>Ilex opaca fosteri</i>	
8 to 12 ins.	15.00
<i>Ilex vomitoria femina</i>	
6 to 8 ins.	12.50
<i>Ligustrum lucidum compactum</i>	
well-rooted cuttings	3.00
\$25.00 per 1000	
6 to 8 ins.	10.00
8 to 12 ins.	12.50
12 to 18 ins.	15.00
<i>Magnolia fuscata</i>	
6 to 8 ins.	10.00
8 to 12 ins.	12.50
<i>Magnolia soulangeana</i>	
18 to 24 ins. (2-yr.)	40.00
2 to 3 ft. (2-yr.)	50.00
<i>Nandina domestica</i>	
6 to 8 ins.	10.00
8 to 12 ins.	15.00
<i>Osmanthus fortunei</i>	
<i>Osmanthus fragrans</i>	
6 to 8 ins.	10.00
8 to 12 ins.	12.50
12 to 18 ins. (fragrans only)	15.00
<i>Photinia glabra</i>	
6 to 8 ins.	10.00
8 to 12 ins.	12.50
<i>Pittosporum tobira</i>	
6 to 8 ins.	10.00
8 to 12 ins.	12.50
12 to 18 ins.	15.00
<i>Pyracantha crenato-serrata graberi</i>	
<i>Pyracantha coccinea lalandi</i>	
12 to 18 ins.	15.00
<b>CONFERS</b>	
<i>Cedrus deodara</i>	Per 100
8 to 12 ins.	\$15.00
12 to 18 ins.	17.50
<i>Juniperus chinensis femina (sylvestris)</i>	
6 to 8 ins.	12.50
8 to 12 ins.	15.00
<i>Juniperus chinensis glauca hetzi</i>	
6 to 8 ins.	12.50
8 to 12 ins.	15.00
<i>Juniperus chinensis pfitzeriana</i>	
6 to 8 ins.	17.50
8 to 12 ins.	20.00
<i>Juniperus chinensis pyramidalis (Spiny Greek)</i>	
6 to 8 ins.	12.50
8 to 12 ins.	15.00
<i>Juniperus horizontalis plumosa (Andorra)</i>	
8 to 12 ins.	17.50
<i>Podocarpus sinensis</i>	
6 to 8 ins.	10.00
8 to 12 ins.	15.00
See our separate listing this issue for noted liners. Wholesale catalog sent free upon request.	

## COTTAGE HILL NURSERY

4000 Japonica Lane Mobile, Ala.

## ILEX AND TAXUS

	Per 100
2000 <i>Ilex rotundifolia</i> , 8 to 10-in. spread	\$100.00
2000 <i>Ilex rotundifolia</i> , 1-yr. bed-grown	18.00
4000 <i>Ilex convexus bullata</i> , 2-yr. bed-grown	35.00
2500 <i>Ilex convexus bullata</i> , 1-yr. bed-grown	18.00
2400 <i>Taxus capitata</i> , seedlings, 2-yr. bed-grown	25.00

Immediate or spring delivery.  
DIRKMAAT AZALEA FARM  
P. O. Box 453, 516 Stevens Ave.  
Ridgewood, N. J.

## ROOTED CUTTINGS FROM SAND.

	100	1000
<i>Ilex convexus</i>	\$ 3.00	\$ 80.00
<i>Ilex rotundifolia</i>	5.00	80.00
<i>Ilex hetzi</i>	11.00	100.00
<i>Juniperus pfitzeriana</i>	11.00	100.00
<i>Juniperus hetzi</i>	11.00	100.00
<i>Taxus andersoni</i>	11.00	100.00
<i>Taxus Adams capitata</i>	15.00	125.00
<i>Taxus cusp. capitata leaders</i>	15.00	125.00
<i>Taxus brevifolia</i>	15.00	125.00
<i>Taxus cuspidata</i>	10.00	80.00
<i>Taxus hicksi</i>	10.00	80.00
<i>Taxus cuspidata comp.</i>	11.00	100.00
<i>Taxus canadensis stricta</i>	11.00	100.00
<i>Taxus hatfieldi</i>	11.00	100.00
<i>Taxus hunnewelliana</i>	11.00	100.00
<i>Taxus ovata</i>	11.00	100.00
<i>Taxus intermedia</i>	11.00	100.00
<i>Taxus Moon's columnaris</i>	15.00	125.00
<i>Taxus vermeulenii</i>	11.00	100.00
<i>Taxus kelseyi</i>	11.00	100.00
<i>Taxus densiformis</i>	15.00	125.00
<i>Taxus repandens</i>	15.00	125.00
<i>Taxus thayeri</i>	11.00	100.00
<i>Taxus Halloran</i>	15.00	125.00
<i>Taxus heurii</i>	15.00	125.00
<i>Taxus warli</i>	15.00	125.00

	\$20.00	\$180.00
<i>Ilex convexus</i>	20.00	180.00
<i>Ilex rotundifolia</i>	20.00	180.00
<i>Ilex hetzi</i>	20.00	180.00
<i>Juniperus pfitzeriana</i>	20.00	180.00
<i>Juniperus hetzi</i>	20.00	180.00
<i>Taxus andersoni</i>	17.50	150.00
<i>Taxus cuspidata</i>	17.50	150.00
<i>Taxus brown</i>	17.50	150.00
<i>Taxus hatfieldi</i>	17.50	150.00
<i>Taxus hunnewelliana</i>	17.50	150.00
<i>Taxus intermedia</i>	17.50	150.00
<i>Taxus vermeulenii</i>	17.50	150.00
<i>Taxus hicksi</i>	17.50	150.00
<i>Taxus canadensis stricta</i>	17.50	150.00

	100	1000
<i>Acer pol. atropurpureum</i>	\$13.00	\$125.00
<i>Abies concolor</i> , 2-yr. seedlings	7.00	65.00
<i>Abies douglasii</i> , 1-yr. seedlings	4.00	30.00
<i>Abies douglasii</i> , 2-yr. seedlings	6.00	50.00
<i>Abies fraseri</i> , 2-yr. seedlings	7.00	50.00
<i>Abies pectinata</i> , 2-yr. seedlings	7.00	60.00
<i>Biota orientalis</i> , 2-yr. seedlings	3.50	30.00
<i>Cornus florida</i>		
1-yr. seedlings, No. 1	6.00	50.00
1-yr. seedlings, No. 2	5.00	40.00
1-yr. seedlings, No. 3	4.00	30.00
2-yr. seedlings, No. 1	12.50	100.00
2-yr. seedlings, No. 2	10.00	90.00
2-yr. transpl., No. 1	15.00	125.00
2-yr. transpl., No. 2	11.00	100.00

<i>Euonymus alatus</i> , seedlings	
2-yr. transplants	15.00
alatus comp., seedlings	15.00
2-yr. transplants	15.00
<i>Ilex opaca</i> , 1-yr. seedlings	6.00
2-yr. seedlings	11.00
<i>Tsuga canadensis</i> , 4 to 6 ins.	
2-yr. transplants	9.00
6 to 9 ins., 3-yr. transplants	16.00
9 to 12 ins., 4-yr. transplants	25.00
<i>Abies</i> , 1-yr. seedlings	10.00
<i>Picea excelsa</i> , 2-yr. seedlings	2.50
excelsa, 3-yr. seedlings	3.50
pungens, 2-yr. seedlings	3.50
pungens, 3-yr. seedlings	4.50
alba, 2-yr. seedlings	3.50
<i>Pinus austriaca</i> , 2-yr. seedlings	7.00
austriaca, 3-yr. seedlings	8.00
densiflora, 2-yr. seedlings	6.00
mughus, 2-yr. seedlings	5.50
mughus, 3-yr. seedlings	6.50
resinosa, 2-yr. seedlings	6.00
strobosa, 2-yr. seedlings	4.50
<i>Taxus capitata</i> , 2-yr. seedlings	10.00
capitata, 3-yr. transplants	15.00
<i>Viburnum theiferrum</i>	
2-yr. transplants	17.50
Full list of liners on request. Special prices on large orders.	

## VERKADE'S NURSERIES, WAYNE, N. J.

## FIELD-GROWN LINERS

	Per 100
All twice transplanted.	
<i>Juniperus pfitzeriana</i> , 9 to 12 ins., XX	\$40.00
Golden, 9 to 12 ins., XX	40.00
<i>Thuja woodwardii</i> , 9 to 12 ins., XX	40.00
<i>Juniperus pfitzeriana</i> , 9 to 12 ins., XX	40.00
<i>Ilex rotundifolia</i> , 9 to 12 ins., XX	45.00
convexa, 8 to 10 ins., XX	35.00

## TAXUS, 3 TIMES TRANSPLANTED

<i>Taxus cuspidata</i> , 9 to 12 ins., XXX	50.00
European White Birch (seedlings)	
2 to 3 ft.	16.00
3 to 4 ft.	30.00
4 to 5 ft.	45.00
5 to 6 ft.	70.00

Cash with order earns free packing.

## DAMASCUS NURSERIES

Damascus, O.

## STRONG LINERS

<i>Pfitzer Juniper</i> , 8 to 12 ins., 2-yr., TT	\$0.40
<i>Andorra Juniper</i> , 8 to 12 ins., 2-yr., TT	.30
<i>Ilex rotundifolia</i> , 8 to 9 ins., sheared	.30
<i>Leucothoes</i> , 6 to 9 ins.	.30
<i>Pieris floribunda</i> , 9 to 15 ins.	.50
<i>Azalea mollis</i> , 6 to 10 ins.	.25
bushy, 8 to 15 ins.	.50
<i>Ilex rotundifolia</i> , 12 to 15 ins.	.45
<i>Ilex convexus</i> , 10 to 15 ins.	.45
<i>Azalea mollis</i> , budded, 9 to 12 ins.	.75
12 to 15 ins.	1.00

Samples at cost.

## DUGAN NURSERIES, INC.

Center St. Perry, O.

South of Route U.S. 20, east of Painesville.

## AMERICAN NURSERYMAN

## EVERGREENS

<i>Andorra Juniper</i> , 6 to 8 ins., bare-root	\$0.95
<i>Blue Hetz Juniper</i> , 6 to 8 ins., bare-root	.06
<i>Burk Juniper</i> (upright), 6 to 10 ins., bare-root	.14
<i>Pfitzer Juniper</i> , 6 to 8 ins., bare-root	.08
<i>Savin Juniper</i> , 5 to 7 ins., bare-root	.06
<i>Von Ehron Juniper</i> , 6 to 10 ins., bare-root	.06
<i>Moffet Blue Juniper</i> (creeping), bare-root, 6 to 10 ins.	.10
<i>Moffet Green Juniper</i> (creeping), bare-root, 6 to 10 ins.	.10
<i>Hill's Dk. Green Am. Arborvitae</i> (pyramidal), 5 to 8 ins.	.12
<i>Spreading Jap. Yew</i> , 6 to 8-in. bands, bare-root	.20

## DECIDUOUS, Bare-root

<i>Blue Spiraea</i> (Caryopteris), 8 to 12 ins.	.04
<i>Blue-leaved Arctic Willow</i> , 10 to 12 ins.	.06
<i>Golden Ninebark</i> (Physocarpus), 4 to 6 ins.	.04
<i>Foraythia Arnold's Giant</i> , 4 to 6 ins.	.08
<i>Foraythia Lynwood Gold</i> , 6 to 10 ins.	.05
<i>Foraythia Spring Glory</i> , 6 to 10 ins.	.04
<i>Foraythia nana compacta</i> , 4 to 8 ins.	.05
<i>Foraythia Beatrix Ferrand</i> , 6 to 8 ins.	.05
<i>Honeysuckle</i> , Cardinal, 8 to 8 ins.	.05
zabell, 5 to 8 ins.	.05
<i>Clavey's Dwarf</i> , 4 to 6 ins.	.05

## HONEYUCKLE VINE HECKROTTI

4 to 6 ins.	.05
<i>Philadelphus Bouquet Blanc</i> , 4 to 6 ins.	.05
<i>Privet</i> , Chinese, Wayside Gardens strain; 6 to 12 ins.	.04
<i>Regelia</i> , 6 to 10 ins.	.04
<i>Lodense</i> , 4 to 6 ins.	.05
<i>Spiraea froebell</i> , 4 to 6 ins.	.05
<i>microphylla</i> , everblooming, pink, 4 to 6 ins.	.05
<i>Weigela Eva Rathke</i> , 4 to 6 ins.	.06
<i>Weigela vanickii</i> , 4 to 6 ins.	.06

## BROADLEAFS

<i>Euonymus</i> , carrier, 6 to 8 ins.	.04
<i>patens</i> Flagpole, small-leaved, 6 to 8 ins.	.04
<i>patens</i> Owen, small-leaved, 6 to 8 ins.	.04
<i>patens</i> , large-leaved, 8 to 10 ins.	.04
<i>patens</i> Newport, medium-leaved, 6 to 8 ins.	.04
<i>patens</i> Rosehill, medium-leaved, 6 to 8 ins.	.04
<i>Euonymus</i> , coloratus, 8 to 10 ins.	.04
<i>radicans</i> (upright Sarcocoe), 5 to 6 ins.	.07

## Purple-leaved (Texas) Honeysuckle

vine, 5 to 6 ins.	.05
<i>Variegated-leaved Honeysuckle</i> vine (Gold Net), 5 to 6 ins.	.06
<i>Pyracantha lalandi</i> , 5 to 6 ins.	.05
<i>Pyracantha Kasan</i> , 5 to 6 ins.	.08
<i>Pyracantha pauciflora</i> , 4 to 6 ins.	.08
Less than 300 total order, add 2c per plant. Can ship now or book your order for spring.	

## MCINISH GREENHOUSES

St. Joseph, Mo.

## HEAVY ROOTED CUTTINGS

Per 100 Per 1000

<i>Arborvitae</i> , American, dark green; 6 to 10 ins.	\$0.10	\$0.09
<i>Arborvitae</i> , pyramidal, 6 to 10 ins.	.10	.09
<i>Arborvitae</i> , globe, 4 to 8 ins.	.10	.09
<i>Juniperus</i> , Hetz glauca, 6 to 10 ins.	.11	.10
<i>Juniper</i> , Pfitzer, 6 to 10 ins.	.11	.10
<i>Juniper</i> , Savia, 6 to 10 ins.	.11	.10
<i>Juniper</i> , Von Ehron, 6 to 10 ins.	.11	.10
<i>Juniper</i> , Andorra, 6 to 10 ins.	.11	.10
<i>Taxus cuspidata</i> , 6 to 10 ins.	.11	.10
<i>Taxus hicksi</i> , 6 to 10 ins.	.12	.11
<i>Taxus hunnewelliana</i> , 6 to 10 ins.	.12	.10
<i>Taxus capitata</i> , 4 to 8 ins.	.13	.12

Spring delivery.

2 per cent discount, cash with order.

## DE WINTER'S NURSERY

653 Port Sheldon Rd.

Grandville, Mich.

## LINING-OUT STOCK

Strong, healthy 2 1/2-in. pot-grown, in sterilized soil. Well established. Satisfaction guaranteed.

	Per 100
<i>Buxus harlandi</i>	\$15.00
<i>Buxus japonica</i>	15.00
<i>Callistemon lanceolatus</i> (3-in. pots)	17.50
<i>Callistemon rigidus</i>	15.00
<i>Cleyera japonica</i>	15.00
<i>Ilex</i> (see our ad under Holly this issue)	
<i>Juniperus chin.</i> , glauca chin.	15.00
<i>Juniperus chin.</i> , pfitzeriana	20.00
<i>Ligustrum lucidum</i> comp.	15.00
<i>Maemolia fuscata</i> (3-in. pots)	15.00
<i>Osmanthus delavayi</i>	15.00
<i>Osmanthus fortunei</i>	15.00
<i>Osmanthus fragrans</i>	15.00
<i>Pittosporum tobira</i>	15.00

## COTTAGE HILL NURSERY

4000 Japonica Lane Mobile, Ala.

## LINERS OF THE BETTER KINDS

Write for price list.

## GULF STREAM NURSERY, INC.

Wachapreague, Va.

Taxus, Ilex, broad-leaved Evergreens, etc. in variety. Write for our latest list of liners and finished stock.

Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

## LINING-OUT STOCK

	Per 100	Per 1000
<i>Acer ginnala</i> (Amur Maple), 1-yr. seedlings, 6 to 9 ins. . . . .	\$ 7.00	\$ 60.00
<i>Acer palmatum</i> , 6 to 9 ins. . . . .	90.00	850.00
<i>Acer palmatum atropurpureum</i> , 3-yr., T. fr., 12 to 15 ins. . . . .	150.00	1400.00
<i>Acer platanoides</i> , 1-yr. seedlings, 9 to 12 ins. . . . .	7.00	60.00
<i>Acer platanoides</i> , 2-yr., T. fr., 13 to 24 ins. . . . .	15.00	140.00
<i>A. pseudoplatanus</i> , 2-yr., T. fr. . . . .	15.00	140.00
<i>Althaea</i> , 1-yr. seedlings, 15 to 24 ins. . . . .	5.50	45.00
<i>Asalea hinodogiri</i> , 2-yr., T. . . . .	50.00	450.00
<i>Asalea hinodogiri</i> , 3-yr., T. . . . .	65.00	600.00
<i>Berberis thunbergii</i> , 2-yr., T. fr., 9 to 12 ins., heavy . . . . .	8.50	75.00
<i>Berberis thunbergii</i> , 2-yr., T. fr., 9 to 12 ins., hvy. . . . .	9.50	85.00
<i>Callicarpa japonica</i> , 1-yr. seedlings, 9 to 12 ins. . . . .	6.00	50.00
<i>Cercidiphyllum japonicum</i> , 1-yr. seedlings, 12 to 15 ins. . . . .	7.00	60.00
<i>Cornus florida</i> , 1-yr. seedlings, grafting size . . . . .	6.00	50.00
<i>Cydonia japonica</i> , 2-yr., T. fr., 12 to 18 ins. . . . .	10.00	95.00
<i>Eunonymus vegetus</i> , 2-yr., T. fr. . . . .	35.00	300.00
<i>Ficus sylvatica</i> , 1-yr. seedlings, 4 to 6 ins. . . . .	9.50	85.00
<i>Ginkgo biloba</i> , 1-yr. seedlings, 4 to 6 ins. . . . .	7.50	70.00
<i>Hydrangea P.G.</i> , 2-yr., T. fr., 12 to 15 ins. . . . .	30.00	250.00
<i>Koeleruteria paniculata</i> , 1-yr. seedlings, 12 to 15 ins. . . . .	7.50	70.00
<i>Pieris japonica</i> , 2-yr., T. beds. . . . .	30.00	250.00
<i>Quercus palustris</i> , 1-yr. seedlings, 8 to 9 ins. . . . .	7.50	70.00
<i>Rosa rugosa</i> , 1-yr. seedlings . . . . .	5.50	45.00
<i>Sorbus aucuparia</i> , 1-yr. seedlings, 9 to 12 ins. . . . .	7.00	60.00
<i>Sorbus aucuparia</i> , 2-yr., T. fr., 13 to 24 ins. . . . .	20.00	180.00
<i>Taxus cuspidata nana</i> (Brevifolia), 3-yr., T. beds. . . . .	45.00	400.00
<i>Taxus hatfieldii</i> , 3-yr., T. beds. . . . .	45.00	400.00
<i>Taxus thayeri</i> , 3-yr., T. beds. . . . .	45.00	400.00
<i>Thuja woodwardii</i> , 2-yr., T. fr. 6 to 9 ins. . . . .	40.00	350.00
<i>Tsuga canadensis</i> , 3-yr., T. beds. . . . .	25.00	200.00
<i>Viburnum dilatatum</i> , 1-yr. seedlings, 9 to 12 ins. . . . .	7.00	60.00
<i>Zelkova serrata</i> (sub. for American Elm), 2-yr., T. fr., 12 to 15 ins. . . . .	20.00	180.00

## LINING-OUT STOCK

	Each	100	1000
<i>Acer palmatum atropurpureum</i> (Red Japanese Maple), 12 to 18 ins., strong 2-yr. grafts . . . . .	\$1.75	\$150	
<i>Cornus florida rubra</i> (red-flowering Dogwood), 1-yr. strong grafts, 18 to 24 ins. . . . .	.75	.70	
<i>Cotoneaster divaricata</i> , 2-yr. transplants, branched, 12 to 18 ins. . . . .	.30	.25	
<i>Eunonymus alatus compactus</i> , 3-yr. transplants, 12 to 18 ins., branched, mail order size . . . . .	.45	.40	
<i>Eurochorda wilsoni</i> (Pearl Bush), 2-yr. grafts, 18 to 24 ins., from field rows . . . . .	.75	.60	
<i>Forsythia Lynwood Gold</i> , 1-yr. transplants, softwood cuttings, 18 to 24 ins., well-branched, mail order size . . . . .	.18	.15	
<i>Forsythia Spring Glory</i> , 1-yr. transplants, softwood cuttings, 18 to 24 ins., well-branched, mail order size . . . . .	.18	.15	
<i>Juniperus horizontalis</i> , 2-yr. transplants, 12 to 18 ins., branched, mail order size . . . . .	.18	.15	
<i>Juniperus horizontalis</i> , 2-yr. transplants, 12 to 18 ins., branched, mail order size . . . . .	.40	.35	
<i>Pachistima canbyi</i> , 2-yr. transplants . . . . .	.50	.45	
<i>Prunus tomentosa</i> (Nanking Cherry), strong 1-yr. seedlings . . . . .	.10	.07	
<i>Pseudotsuga taxifolia glauca</i> (Blue Douglas Fir), 4-yr. transplants . . . . .	.40	.35	
<i>Taxus capitata</i> , strong 2-yr. selected seedlings, 4 to 6 ins. . . . .	.15	.12	
<i>Taxus capitata</i> , 4-yr. transplants . . . . .	.45	.40	
<i>Taxus internata</i> , 4-yr. TT, field rows (slow spreader) . . . . .	.75	.60	
<i>Taxus thayeri</i> , 2-yr. transplants . . . . .	.45	.40	
<i>Viburnum carlesii</i> , 2-yr. seedlings, 4 to 6 ins. . . . .	.15	.12	
<i>Viburnum carlesii</i> , 2-yr. seedlings, 6 to 8 ins. . . . .	.20	.17	
<i>Viburnum carlesii</i> , 2-yr. seedlings, 8 to 12 ins. . . . .	.30	.25	
<i>Viburnum carlesii</i> , 3-yr. transplants, 18 to 18 ins. . . . .	.75	.60	
<i>Viburnum dilatatum</i> , 1-yr. seedlings . . . . .	.10	.09	
<i>Viburnum pementosum</i> (true), 1-yr. transplants, softwood cuttings . . . . .	.25	.20	
<i>Viburnum wrightii</i> , 2-yr. grafts, field rows, 10 to 18 ins. . . . .	.75	.60	

## C. HOOGENDOORN NURSERIES

Newport, R. I.

## LINING-OUT STOCK

Following is a partial list of the many thousands of our high-quality liners. We have the finest liners that can be produced and invite your trial order.

	Per 100
<i>Feijoa sellowiana</i> (Pineapple Guava), 8 to 12 ins. . . . .	\$15.00
<i>Gardenia August Beauty</i> . . . . .	
<i>Gardenia fortunei</i> . . . . .	
<i>Gardenia Mystery</i> . . . . .	
8 to 12 ins. . . . .	12.50
12 to 18 ins. . . . .	15.00
<i>Ilex crenata rotundifolia</i> . . . . .	
6 to 8 ins. . . . .	17.50
8 to 12 ins. . . . .	20.00
<i>Ilex glabra</i> . . . . .	
6 to 8 ins. . . . .	10.00
8 to 12 ins. . . . .	12.50
<i>Ilex opaca fosteri</i> . . . . .	
6 to 8 ins. . . . .	12.50
8 to 12 ins. . . . .	17.50
<i>Juniperus chinensis pfitzeriana</i> . . . . .	
6 to 8 ins. . . . .	15.00
8 to 12 ins. . . . .	20.00
<i>Juniperus depressa plumosa</i> (Andorra) . . . . .	
6 to 8 ins. . . . .	15.00
8 to 12 ins. . . . .	17.50
<i>Lonicera yunnanensis</i> (low Honeysuckle) . . . . .	
6 to 8 ins. . . . .	15.00
8 to 12 ins. . . . .	17.50
<i>Nandina domestica</i> . . . . .	
6 to 8 ins. . . . .	15.00
8 to 12 ins. . . . .	17.50
12 to 18 ins. . . . .	20.00
<i>Osmanthus fragrans</i> (Sweet Olive) . . . . .	
6 to 8 ins. . . . .	15.00
8 to 12 ins. . . . .	17.50
<i>Pittosporum tobira</i> . . . . .	
6 to 8 ins. . . . .	12.50
8 to 12 ins. . . . .	15.00
<i>Retinospora ericoides</i> . . . . .	
12 to 18 ins. . . . .	15.00
<i>Magnolia grandiflora</i> . . . . .	
6 to 8 ins., transplanted . . . . .	15.00
8 to 12 ins., transplanted . . . . .	20.00
<i>Magnolia soulangeana</i> . . . . .	
12 to 18 ins., 2-yr. . . . .	40.00
18 to 24 ins., 2-yr. . . . .	45.00
<i>Magnolia stellata</i> , 2-yr., 12 ins. and up . . . . .	40.00

We grow the finest container-grown stock in the South and have a much better selection of stock to select from. Write for our wholesale prices of all items.

## BLACKWELL NURSERIES

Semmes, Ala.

## WHOLESALE ONLY

## LINING-OUT STOCK

	1 year, field-grown, from hardwood cuttings. Extra heavy rooted.	100	1000
<i>Forsythia Spring Glory</i> . . . . .	\$7.00	\$50.00	
<i>Forsythia spectabilis</i> . . . . .	7.00	50.00	
<i>Forsythia pruinulosa</i> . . . . .	7.00	50.00	
<i>Lonicera lat.</i> , red (Wheeling strain) . . . . .	7.00	50.00	
<i>Weigela vanicheckii</i> . . . . .	8.00	60.00	
<i>Tamarix Summer Glow</i> . . . . .	8.00	60.00	
<i>Bolleana Poplar</i> . . . . .	8.00	60.00	
<i>Lombardy Poplar</i> . . . . .	7.00	50.00	

If you wish samples sent, please forward \$1.00 to cover postage and packing.

## CHAMPION NURSERIES

408 Main St., Perry, O.

## STRONG LINING-OUT STOCK

	Per 100	Per 1000
<i>Pfitzer Juniper</i> , 4 to 6 ins., 1-yr. . . . .	\$0.66	
8 to 10 ins., 1-yr. . . . .	.12	
8 to 10 ins., 2-yr. . . . .	.14	
10 to 14 ins., 2-yr. . . . .	.18	
<i>Ilex rotundifolia</i> , rooted cuttings . . . . .	.03	
<i>Ilex burfordii</i> , rooted cuttings . . . . .	.03	
<i>Nandina</i> seed, per lb. . . . .	1.00	
<i>Ligustrum lucidum</i> , rooted cuttings . . . . .	.02	
<i>Eunonymus patens</i> , rooted cuttings . . . . .	.02	
6 to 8 ins. . . . .	.04	
<i>Abelia grandiflora</i> , 6 to 12 ins. . . . .	.04	
<i>English Ivy</i> , rooted cuttings . . . . .	.02	

E. F. DuBOISE NURSERY, Huntsville, Ala.

## LINING-OUT STOCK

	Per 100	Per 1000
<i>Juniperus chinensis Blue Vase</i> (Pfitzer sport), 6 ins., 2 1/2-in. pots. . . . .	\$22.50	\$200.00
Hardy wherever Pfitzer Juniper grows . . . . .		
<i>Juniperus chinensis sylvatica</i> , 2-yr., 12 to 15 ins., 2 1/2-in. pots. . . . .	25.00	225.00
<i>Juniperus chinensis fortunei</i> , 2-yr., 12 to 15 ins., 2 1/2-in. pots. . . . .	25.00	225.00
<i>Thuja orientalis Blue Spire</i> , 3 to 10 ins., 2 1/2-in. pots. . . . .	20.00	175.00

(These are heavy pot-grown liners ready for outside planting.)

## BRADSHAW'S NURSERY, League City, Tex.

**FINE LINERS, CHOICE ORNAMENTALS**  
Buying FINE LINERS is buying quality and buying quality is just plain good business. Our new descriptive spring catalog is full of choice ornamentals from seedlings, rooted cuttings and grafts up to 6-yr. transplants, bare-root, soil ball or potted. Profit from our 36 years of experience, send for your free copy today.

JOHN VERMEULEN &amp; SON, INC.

Finer Liners Neshean Station, N. J.

## HARDY LIVE OAK

Evergreen. Native in western Oklahoma mountains. Grown at Noble 20 years. No bud or twig hurt by 15 below zero. 1-yr. seedlings, \$15.00; 2-yr., \$25.00 per 100. Few native Red Oak, 2-yr., \$15.00.

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## LINING-OUT STOCK

*Biota*, *Ilex*, *Juniper*, *Taxus*, *Thuja*, *Retinospora* and Broad-leaved, rooted cuttings and transplants. List upon request.

## MIST-O-GATION, INC., Middletown, Del.

## MAGNOLIAS

## ORIENTAL MAGNOLIAS

Now is the time to stock Magnolias for spring bloom. Will store in any protected cool place. B&B plants should be hauled in by January 15 for dormant buds.

FIELD-GROWN, B&B FOR LANDSCAPING or SALE YARD, BUDED.

	2 to 3 ft.	3 to 4 ft.	4 to 6 ft.
<i>Magnolia nigra</i> . . . . .	\$1.30	\$1.60	\$2.25
<i>Magnolia soulangeana</i> . . . . .	1.30	1.60	2.25

## LINERS FOR FIELD PLANTING.

## HEAVY ROOTED, NICE STOCK.

	Per 100	Per 1000
<i>Magnolia nigra</i> . . . . .	\$25.00	\$200.00
<i>Magnolia soulangeana</i> . . . . .	25.00	200.00

## ILEX ROTUNDIFOLIA.

## KURUME AZALEAS, CAMELLIAS, other EVERGREENS.

## B&amp;B AND CONTAINER-GROWN.

## ALL PRICES F.O.B. OUR NURSERY.

## FLOWERWOOD NURSERY, INC.

Phone 4-3612 Loxley, Ala.

## ORIENTAL MAGNOLIAS

Soulangeana and soulangeana nigra.

## Bed-grown liners

	Per 100	Per 1000
8 to 12 ins. . . . .	\$35.00	\$300.00
12 to 18 ins. . . . .	40.00	350.00
18 to 24 ins. . . . .	45.00	400.00

## Field-grown finished plants

	Each
18 to 24 ins., bare-root . . . . .	\$1.00
2 to 3 ft., bare-root . . . . .	1.25
3 to 4 ft., bare-root . . . . .	2.00

We advise shipment before February 1.

## WELCH BROS. NURSERY

Wilmer, Ala.

## MAPLES

## ACER PALMATUM ATROPURPUREUM Japanese Red Maple, seedlings.

Carefully selected. Finest reds only.

Well hardened from open field beds.

Liners and heavy potting grades.

In large quantities.

	Per 100 more	Each
Branched transplants . . . . .	Each	Each
2-yr., X, 10 to 12 ins. . . . .	\$0.55	\$0.50
2-yr., X, 12 to 15 ins. . . . .	.65	.60
For 6-in. pots, nicely branched . . . . .		
3-yr., XX, 12 to 15 ins. . . . .	.80	.75
3-yr., XX, 15 to 18 ins. . . . .	.95	.90
For 6 and 8-in. pots, nicely branched . . . . .		
4-yr., XXX, 16 to 12 ins. . . . .	1.00	.95
4-yr., XXX, 12 to 15 ins. . . . .	1.25	1.18
4-yr., XXX, 15 to 18 ins. . . . .	1.60	1.50

All 3 and 4-yr. grades are excellent plant material, salable now. Shipped bare-root in sphagnum.

20 per cent deposit will reserve your order, balance before delivery.

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Route 130 Riverton, N. J.

Specializing in Maple seedlings for 12 years.

## NORWAY MAPLE

	Straight trunks. Fine heads. Very fibrous roots.	10-43	50-250
6 to 8 ft. . . . .		3.00	\$2.50
8 to 10 ft., 1 to 1 1/4-in. . . . .		4.40	3.50
9 to 11 ft., 1 1/4 to 1 1/2-in. . . . .		6.00	5.00
10 to 12 ft., 1 1/2 to 1 3/4-in. . . . .		8.80	7.00
11 to 13 ft., 1 3/4 to 2-in. . . . .		11.00	9.00

## PRINCETON NURSERIES

Princeton, N. J.

## SUGAR MAPLE SEEDLINGS

	6 to 10 ins. only.	\$ 25.00
500 . . . . .		45.00
1,000 . . . . .		215.00
5,000 . . . . .		400.00
10,000 . . . . .		

## Net cash.

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15910 Cleveland Rd. Granger, Ind.

## NORWAY MAPLES

Straight trees, good root system.

	10 to 25	\$5 to 100
1 1/4-in. caliper . . . . .	\$10.00	\$ 9.30
2-in. caliper . . . . .	13.00	11.50
2 1/4-in. caliper . . . . .	15.00	13.50
2 1/2-in. caliper . . . . .	18.50	17.00

## BULK'S NURSERIES

610 W. Montauk Highway Babylon, N. Y.

## COLLECTED ACER

## RUBRUM AND SACCHARINUM

from whips to 4-in. caliper.

## CURTIS NURSERIES, INC.

Callicoon, N. Y.

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## PACHYSANDRAS

	Per 100	Per 1000
1-yr. plants . . . . .	\$ 4.50	\$40.00
2-yr., field-grown, heavy . . . . .	7.00	60.00
2 1/4-in. pot-grown . . . . .	10.50	95.00

HANSEN BROS. NURSERIES, INC.

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Pachysandras, strong plants, grown in soil frames with light shade. First-class stock.

\$45.00 per 1000; \$42.50 per 1000 for 5000 or more, including good packing.

Peekskill Nursery, Shrub Oak, N. Y.

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**PACHYSANDRAS**  
Strong rooted cuttings, \$4.25 per 100, \$40.00 per 1000.  
**DUNWOODIE NURSERIES**  
6 Smart Ave. Yonkers, N. Y.

**PACHYSANDRA TERMINALIS**  
1-yr., field-grown, \$65.00 per 100, \$650.00 per 1000.  
Rooted cuttings, \$4.25 per 100.  
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**PACHYSANDRAS**  
Out of 2-in. pots, \$12.00 per 100, \$100.00 per 1000. P.O.B. Elizabeth, N. J.  
**DELAWARE VALLEY NURSERY**  
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## SURPLUS PEONIES.

	3 to 5-eye	2 to 3-eye
Baroness Schroeder	50	75
Bunker Hill	220	150
Clarette	40	35
Duchess of Portland	40	35
Edulis Superba	155	190
Felix Crousse	200	130
Festiva Maxima	60	35
Georgiana Shaylor	60	35
Karl Rosefield	150	110
Lady Alexandra Duff	20	30
L'Etincelante	20	30
Longfellow	50	50
Mme. de Verneville	80	125
Mons. Jules Elie	300	140
Mrs. Frank Beach	50	50
Nippon Beauty	35	45
Reine Hortense	23	60
Ruigemo	50	50
Samuel Hughes	50	30
Sarah Bernhardt	90	115
Solange		
Toro-no-maki		
Venus		

Strong, healthy, cut from young block.  
3 to 5-eye, 30c each; 2 to 3-eye, 25c each.  
Will sell the entire lot for 5c less per plant.  
**ACT QUICKLY.**  
**HILLENMEYER NURSERIES**  
Lexington, Ky.

## 2-YR. FIELD-GROWN PEONIES

Whole clumps, not divided; 6 eyes and up, \$75.00 per 100, \$700.30 per 1000; divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000, following varieties:

Adolph Rousseau, Albert Crousse, Baroness Schroeder, Duch. de Nemours, Edulis Superba, Felix Crousse, Festiva Maxima, Gen. McMahon, Karl Rosefield, Lady Alex. Duff, Marie Lemoine, Mons. Jules Elie, Reine Hortense, Sarah Bernhardt.  
**VERKADE'S NURSERIES, Wayne, N. J.**

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PIERIS JAPONICA LINERS	100	1000
8 to 12 ins., field rows, 3-yr., TTT	\$40	\$375
6 to 8 ins., peat bed, 2-yr., TT	30	275
4 to 6 ins., peat bed, 2-yr., TT	20	175
Transplants, 1-yr.	10	90

No packing charges.  
**ECKHART NURSERIES**  
16 Toppa Blvd. Newport, R. I.

**PIERIS JAPONICA (ANDROMEDA)**  
Per 100 Per 1000  
1-yr., T, 2 to 3 ins. \$8.00 \$75.00  
**PLANE VIEW NURSERY**  
West Main Rd. Newport, R. I.

## PRIVET

Thousands of Amur River North Privet	Per 100	Per 1000
18 to 24 ins.	\$3.00	\$25.00
2 to 3 ft.	4.00	30.00
3 to 4 ft.	5.00	40.00

Immediate shipment. Satisfaction guaranteed. Robinson Nursery Co., Greenville, Ga.

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**HYBRID RHODODENDRONS**  
Landscape sizes.  
Different colors.  
**PARMENTIER'S ROSES**  
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**RHODODENDRON MAXIMUM**  
Nursery-grown and collected, 2 to 7 ft. high. Well-shaped, symmetrical plants.  
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Callicoon, N. Y.

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**PYRACANTHA LALANDI**  
Each, Bare-root B&B  
300 9 to 12 ins. \$0.75 \$1.25  
300 12 to 15 ins. 1.00 1.50  
These plants are twice transplanted.  
Can be safely dug balled for early sales or dug bare-root and potted for late sales.  
Packing at cost.  
**THE CAPE COD NURSERIES**  
H. V. Lawrence, Inc.  
Falmouth, Mass.

**PYRACANTHAS**  
Pyracantha coccinea Lalandi and Pyracantha formosana, from 2½-in. pots. Ready for 1-gal. cans or field planting, \$17.50 per 100, \$150.00 per 1000.  
**BLACKWELL NURSERIES**  
Semmes, Ala.

## ROSEBUSHES

**MULTIFLORA ROSE**  
Top quality plants for living fences and conservation plantings.

Root-crown caliper	Approximate height	Per 1000
2 to 3 mm.	8 to 15 ins.	\$12.50
3 to 5 mm.	12 to 18 ins.	19.50
3 to 8 mm.	12 to 24 ins.	22.50
5 to 12 mm.	18 to 36 ins.	38.50

**UNDERSTOCK.** Straight shanked seedlings grown especially for understock. Nematode free. Expertly graded to suit the most particular.

4 to 6 mm. \$27.50 per 1000  
2 to 4 mm. 17.50 per 1000  
The above prices are F.O.B. Griggsville, Ill., nursery. All tops cut back to 10 ins. at shipping unless otherwise requested. Our storage facilities are the best. **ORDER NOW** for delivery this winter or spring. 10 per cent discount in lots of 10,000 or over; special quotations on larger quantities. For less than 1000 add 30 per cent. Packing at cost.

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## ARP ROSES

The kind you customers want.  
Gardeners who know and love Roses, choose superior ARP ROSES for full root and uniformity. ARP care-grown and ARP machine-packed. Profit-wise nurserymen, garden centers and direct-to-garden mail order firms depend on ARP ROSES. Beautifully packaged. Bare-root for landscape, storage or containers. All-America Rose Selections. 130 great varieties. Catalog and price list. Serving nurseries 35 years.  
**ARP NURSERY CO., WHOLESALE GROWER**  
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## 2-YR. PLANTS.

Grown, graded and packed to perfection. 246 varieties and 12 different types to choose from.

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## THE SEASON'S BEST DEAL.

See for yourself  
BY  
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**WE STILL OFFER YOU A CHOICE OF BARE-ROOT AND PREPACKAGED, PATENT AND STANDARD ROSES. NEW LONDON ROSES**  
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## FIELD-GROWN ROSEBUSHES

**FINEST QUALITY.**  
Hybrid Teas, Floribundas, Polyanthas and Climbers.  
Price and variety list on request.  
**WELLS BROS. NURSERY**  
Box 625 Lindale, Tex.

## For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

## At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the February 1 issue to reach us by January 10.

Forms for February 15 issue will close January 24.

## AMERICAN NURSERYMAN

343 S. Dearborn St.

CHICAGO 4, ILL.

## AMERICAN NURSERYMAN

## ROSEBUSHES

**A WIDE ASSORTMENT OF REASONABLY PRICED HIGH-QUALITY ROSEBUSHES WITH FAST COURTEOUS SERVICE IS WHAT YOU GET AT MARTIN'S ROSE NURSERY**  
P. O. Box 165 Phone UL-92191  
(A copy of our 1957-58 price list will be mailed to you upon request.)

## BE SURE TO BUY GOOD ROSES

Krider's is a dependable source of high quality, hardy, field-grown Roses at reasonable prices. Write for complete list of standard and patented varieties. Order now for immediate or later delivery.  
**THE KRIDER NURSERY, INC.**  
Home of Good Roses  
Middlebury, Ind.

## OUR OWN FIELD-GROWN ROSEBUSHES

For early winter.  
Standard varieties, No. 1, 50c; No. 1½, 40c. Patented varieties available at fixed prices. Budded on seedlings with a fine root system. Ideal for potting or home planting.  
**DANEGGER'S HI-WAY NURSERY, INC.**  
Box 336 Miford, Del.

## ROSES

Hybrid Teas, climbers, polyanthas and floribundas. Excellent quality, priced reasonably. List of varieties free on request.  
**LINDALE NURSERY**

Box 141 Phone 18F2-W. Lindale, Tex.

Rosebushes, good assortment of high quality, grown, graded, packed by latest methods. Write for list. Tate Nursery, R. 3, Tyler, Tex.

## Check Your Stock NOW!

If you have a surplus sell it through the American Nurseryman Classified Ads.

## SEEDS

## NEW CROP FOREST SEEDS

Available for immediate delivery: Blue Spruce, Douglas, Fraser and Concolor Fir, Balsam, Norway Spruce, Red and White Pines, etc. Special strains Scotch Pine for Christmas trees. Let us know your needs and we will let you have our deal. All new crop seeds, tested.

## FORESTRY ASSOCIATES

P. O. Box 1069 Allentown, Pa.  
Phone HEMlock 4-5708, Cable Forestry.

## FOREST TREE SEED

Collected from natural stands in western North Carolina under the supervision of a graduate forester.  
Abies fraseri, 70 per cent cut test, \$15.00 per lb. Pinus strobus, 83 per cent germination, \$7.00. Priced in lots of 5 lbs. or more. Write for price on larger quantities.  
**COMMERCIAL FORESTERS, INC.**  
P. O. Box 1274 Asheville, N. C.

## QUERCUS BOREALIS

## NORTHERN RED OAK ACORNS

2000 lbs. available.  
Immediate delivery.

## FORESTRY ASSOCIATES

P. O. Box 1069 Allentown, Pa.  
Phone HEMlock 4-5708, Cable Forestry

## MULTIFLORA ROSE SEED

Carefully cleaned seed from thorny, hardy, midwestern living fences.

## 1957 crop, delivery now.

1 to 10 lbs.	\$3.50 per lb.
10 to 25 lbs.	3.25 per lb.
25 lbs. up	3.00 per lb.

## F.O.B. Urbana.

**WANDELL'S, R. 3, URBANA, ILL.**

## SEEDS, READY NOW

Ligustrum (Amur River)	\$1.25 per lb.
Ligustrum japonicum	1.25 per lb.
Ligustrum lucidum	1.25 per lb.
Nandinas	1.25 per lb.
Rosa multiflora, thornless	2.00 per lb.
Pyracanthas, red; large berried	1.25 per lb.

Priced F.O.B. our shipping point.

**MOUNTVILLE NURSERIES, Mountville, Ga.**

## SEEDS

Nandina seed	\$1.00 per lb.
Ligustrum Japonicum seed	.75 per lb.
Pyrus calleryana (Pear) seed	5.00 per lb.
Catalpa speciosa seed	1.50 per lb.

## NORTH STATE NURSERY CO.

Julian, N. C.

Juniperus virginiana (Red Cedar, Platt. Neb.), \$4.00 per lb. Red Cedar (Mo.), \$3.00 per lb. Juniperus scopulorum (S. D.), \$4.50 per lb. Chinese Arborvitae (Kan.), \$2.50 per lb. Forestry Seed Service, Cuba, Kan.

Nandina seed, cured by air drying. Pre-paid, 1 lb., \$2.50; 2 lbs., \$4.50; 5 lbs., \$11.00; 10 lbs., \$20.00; 25 lbs., \$40.00. Cash. Oldest and largest Nandina seed shipper in South.  
**Hal Kohn's Nursery, Newberry, S. C.**

Sell Stock Quickly and Easily with American Nurseryman Classified Ads.



## SHRUBS AND TREES

## ROOTED CUTTINGS, 1-YR. BEDDED

All stock has been under irrigation.

	Per 100	Per 1000
Ilex bullata, 4 to 6 ins.	\$10.00	\$100.00
Ilex crenata, 5 to 8 ins.	10.00	100.00
Juniper, Andorra, 4 to 8 ins.	10.00	100.00
Juniper, Heitz, 4 to 6 ins.	12.00	100.00
Juniper, Pfister, 4 to 6 ins.	12.00	100.00
Ilex glabra, 4 to 6 ins.	10.00	100.00
Retinospora plumosa aurea, 6 to 8 ins.	10.00	100.00
Retinospora plumosa, 6 to 8 ins.	10.00	100.00
Taxus brevifolia, 4 to 6 ins.	10.00	100.00
Taxus capitata, tips, 6 to 8 ins.	15.00	100.00
Taxus cuspidata, 4 to 6 ins.	10.00	100.00
Taxus hatfieldi, 4 to 6 ins.	10.00	100.00
Taxus hickii, 4 to 6 ins.	10.00	100.00
Thuja globosa, 6 to 8 ins.	10.00	100.00
Pachysandra, 4 to 6 ins.	4.00	35.00

## 1-YR. SEEDLINGS

	Per 100	Per 1000
Acer palmatum	\$3.00	\$25.00
Cornus florida	4.00	40.00
Chinese Chestnut	10.00	100.00
Fagus sylvatica	10.00	100.00
Taxus capitata	5.00	40.00

## 2-YR. SEEDLINGS

	Per 100	Per 1000
Acer palmatum	\$6.00	\$50.00
Balsam Fir, 3 to 4 ins.	4.00	35.00
Picea excelsa, 4 to 6 ins.	3.50	25.00
Picea pungens glauca, 3 to 5 ins.	4.00	35.00
Picea (White Spruce), 4 to 6 ins.	3.50	25.00
Pinus strobus, 4 to 6 ins.	3.50	25.00
Pinus sylvestris, 4 to 6 ins.	3.50	25.00
Thuja occidentalis, 4 to 6 ins.	4.00	35.00
Thuja orientalis, 4 to 8 ins.	3.50	30.00
Tsuga canadensis, 3 to 4 ins.	6.00	50.00
Taxus capitata, 4 to 6 ins.	7.00	60.00
Ilex crenata, 4 to 6 ins.	5.00	40.00

## 3-YR. SEEDLINGS, TRANSPANTED

	Per 100	Per 1000
Taxus capitata, 4 to 8 ins.	\$12.00	\$100.00
Tsuga canadensis, 4 to 7 ins.	8.00	70.00
Douglas Fir, 5 to 8 ins.	6.00	50.00
Pinus strobus, 6 to 8 ins.	8.00	70.00

## AZALEAS, 3-YR. TRANSPLANTS

	Per 100	Per 1000
Hinodogiri	\$4.00	\$40.00

## 4-YR. TRANSPLANTS

	Per 100	Per 1000
Douglas Fir, 6 to 12 ins.	\$10.00	100.00
Picea excelsa, 6 to 8 ins.	6.00	\$50.00
Picea pungens glauca, 4 to 8 ins.	7.00	60.00
Picea rubens, 6 to 8 ins.	12.00	100.00
Tsuga canadensis, 5 to 8 ins.	10.00	95.00
Tsuga canadensis, 8 to 10 ins.	15.00	140.00
Tsuga canadensis, 10 to 12 ins.	20.00	190.00
Thuja occidentalis, 6 to 10 ins.	10.00	90.00

## VAN DINE NURSERY

Berden Ave. Preckness, Paterson, N. J.

## SHRUBS

## ALTHEAS, NAMED VARIETIES

2 to 3 ft.	50c
3 to 4 ft.	75c

## DEUTZIA GRACILIS

18 to 19 ins.	50c
18 to 24 ins.	60c

## FORSYTHIA SPECTABILIS

2 to 3 ft.	50c
3 to 4 ft.	60c

## HONEYUCKLE ZABELI

2 to 3 ft.	50c
3 to 4 ft.	60c

## SPIRAEA ANTHONY WATERER

18 to 19 ins.	50c
18 to 24 ins.	60c

## TAMARIX, AMURENSIS AND HISPIDA

2 to 3 ft.	50c
3 to 4 ft.	60c

## PHILADELPHUS VIRGINALIS

2 to 3 ft.	50c
3 to 4 ft.	60c

## FRENCH NURSERY CO.

Phone 5331 Clyde, O.

## NATIVE SHADE TREES

Heavy, branched.

Red (rubrum) Maple, Pin Oak, Sweet Gum, River Birch and River Birch clumps.

Each, 10	100
----------	-----

4 to 4 ft., bare-root	\$ 0.75
4 to 5 ft., bare-root	1.00
5 to 6 ft., bare-root	1.25
6 to 8 ft., bare-root	2.50
8 to 10 ft., bare-root	3.50
1 to 1 1/2 ins., B&B	6.50
1 1/2 to 2 ins., B&B	8.50
2 to 2 1/2 ins., B&B	12.00
2 1/2 to 3 ins., B&B	16.50
3 to 3 1/2 ins., B&B	22.00

Grades marked with \* sold only in quantities of 50 or more.

EGYPTIAN NURSERY &amp; LANDSCAPE CO.

Farina, Ill.

## VIBURNUM CARLESI

Seedlings that have been bedded 2 years. Excellent for lining out or for pre-wrapping for cash and carry. In lots of 25 or more, 12 to 15 ins. 60c; 16 to 18 ins. 75c.

## HILLENMEYER NURSERIES

Lexington, Ky.

## ALPINE CURRANTS

(Ribes alpinum)

18 to 24 ins., well-branched, heavy	60c
18 to 18 ins., well-branched, heavy	50c

## ESCHRIK'S NURSERY

6404 N. Sunny Point Rd., Milwaukee 17, Wis.

## FLOWERING TREES

Crab Apples, 48 varieties; 1-yr. trees.

Limited number, 7 to 8 ft., reset at one year. Descriptive booklet available.

Crataegus Winter King, 5 to 6-in. whips, \$1.50.

Magnolia, soulangeana and nigra, 4 to 5 ft., heavy, B&amp;B, \$5.00.

5 to 6 ft., heavy, B&amp;B, \$6.00.

6 to 8 ft., heavy, B&amp;B, \$7.00.

Cornus kousa chinensis, seedlings, 5 to 6 ft., B&amp;B, \$6.00.

6 to 8 ft., B&amp;B, \$7.00.

Cydonia Crispum Beauty.

A brilliant red, late, long blooming period.

Heavy, 6 to 8 ft., B&amp;B, \$6.00.

SIMPSON ORCHARD CO., INC.

1504 Wheatland Rd. Vincennes, Ind.

Phone 489-3

## EVERGREENS, WHOLESALE

A wide selection of Evergreen seedlings and transplants, also hardwoods, shade trees, ornamentals, shrubs and flowering trees. Our selected seed with good heredity and scientific culture assures healthy trees with heavy roots for rapid growth.

Musser offers quality trees at a price made possible through large quantity production.

Our cold storage permits late shipments. No charge for packing and boxing. Ask for complete catalog and wholesale planting lists.

Our ad, which appears on page 32 of this issue, shows a partial list of seedlings and transplants.

MUSSEY FORESTS

Box 16-AC Indiana, Pa.

Mahonia aquifolium, a true aristocrat for the modern garden. Will thrive most anywhere in U. S. 1957 seed, carefully collected, cleaned by flotation. Oz. \$3.50; 4 ozs. \$5.50; 1 lb. \$14.00; 1 lb., \$25.00. Approx. 45,000 seeds per lb. Stat. U. S. inspection tag.

Crataegus mollis (Downy Hawthorn) seed, 1957 crop, now ready. 1 lb., \$7.50; 1/2 lb., \$4.50.

Mahonias, 3-yr., 6 ins. up, tr., 100, \$20.00.

Cotoneasters, divaricata, 6 ins. up, tr., 100, \$15.00; acutifolia, 3-yr. tr., \$15.00.

Cash. No packing or carrying charges.

Return in 5 days, full refund.

Mayhan Nursery, Verdale, Wash.

## SURPLUS STOCK

2-yr. No. 1 Concord and Fredonia

Grapes ..... \$75.00 per 1000

2-yr. everbearing Blackberry

plants ..... 25.00 per 1000

Redbud trees, hvy., 4 to 6 ft., 40.00 per 100

Lombardy Poplar, 8 to 10 ft., 60.00 per 100

Andina, B&amp;B, 18 to 24 ins., \$1.25 each

Euonymus patens, B&amp;B, 18 to 24 ins. (large or small leaf), \$1.25 each.

Write for our new wholesale price list.

ROLLERS' WHOLESALE NURSERY

Rogers, Ark.

## AMERICAN SYCAMORE

1-yr., rooted cuttings, 15 to 18 ins. .... \$0.10

1-yr. rooted cuttings, 18 to 24 ins. .... .15

6 to 8 ft., 1-in. caliper ..... 2.00

8 to 10 ft., 1 1/4-in. caliper ..... 3.00

1 1/2 to 2-in. caliper ..... 5.00

2 to 2 1/2-in. caliper ..... 7.50

Viburnum opulus (Highbush Cranberry)

2 to 3 ft. .... \$0.45

3 to 4 ft. .... .60

4 to 5 ft. .... .75

Packing at cost. Shade trees, trucks only.

HENRY NURSERIES, HENRY, ILL.

## ENKIANTHUS CAMPANULATUS

Heavy lining-out stock.

100 4 to 6 ins.	Each
100 6 to 9 ins.	\$0.30
100 9 to 12 ins.	.35
300 12 to 15 ins.	.45
300 15 to 18 ins.	.70

Packing at cost.

THE CAPE COD NURSERIES

H. V. Lawrence, Inc.

Falmouth, Mass.

## CHINESE ELMS

	Per 100
--	---------

4 to 5 ft.	\$20.00
5 to 6 ft.	40.00
6 to 8 ft.	60.00
8 to 10 ft.	90.00

WASHAM NURSERY, SWEETWATER, Tex.

## NATIVE PLUM (PRUNUS AMERICANA)

1-yr. seedlings.

	Per 1000
--	----------

1/4-in.	\$30.00
No. 1	25.00
No. 2	20.00

CARAGANA ARBORESCENS

6 to 12-in. .... 20.00

OSCAR H. WILL &amp; CO.

Box 600 Bismarck, N. D.

## EUONYMUS PATENS

Big leaf, heavy berry variety.

24 to 30 ins., 4 to 5 canes.

\$75.00 per 100, \$650.00 per 1000.

BRUNING'S NURSERIES

Higginsville, Mo.

## SHADE AND FLOWERING TREES

Large assortment of varieties and sizes.

See our display ad, December 15 issue.

WAYNESBORO NURSERIES

Waynesboro, Va.

## FORSYTHIAS

Lynwood Gold and Spring Glory.

	Per 10	Per 100
2 to 3 ft.	\$4.50	\$40.00
3 to 4 ft.	5.50	50.00
4 to 5 ft.	7.00	65.00

Ask for latest wholesale price list.

WAYNESBORO NURSERIES

Waynesboro, Va.

## FORSYTHIA BEATRICE FARRAND

Strong plants out of 2 1/4-in. plastic pots.

\$25.00 per 100, \$225.00 per 1000.

No additional charge for packing.

F.O.B. Chino, Calif.

Minimum order 100 plants.

DESCANSO DISTRIBUTORS, INC.

12492 Pipeline Chino, Calif.

## COLLECTED STOCK.

Quality, open field-grown.

Sugar and rubrum Maples, Pin Oak, Chinese Elm, White Birch, Sycamore, white Dogwood, Yucca (Myrtle). Phone 8, Bend, Central 33318.

VAUGHAN'S NURSERY &amp; GHSE. CO.

15910 Cleveland Rd. Granger, Ind.

## EUONYMUS VEGETUS

12 to 15 ins., bare-root ..... \$1.00

15 to 18 ins., bare-root ..... 1.25

18 to 24 ins., bare-root ..... 1.50

(Add 40c for B&amp;B.)

FRENCH NURSERY CO.

Clyde, O.

## SHRUBS AND TREES

See our Classified ad in this issue under LINING-OUT STOCK.

T. G. OWEN &amp; SON, INC.

Columbus, Miss.

## SHRUBS

Wide assortment of varieties and sizes.

Latest wholesale list on request.

WAYNESBORO NURSERIES

Waynesboro, Va.

## TAXUS

	TAXUS LINERS	100	1000
--	--------------	-----	------

1000 capitata, Taxus, C, 2-in. bands.			
2-yr., X	.....	\$0.20	\$0.18
1000 cuspidata, C, 2-in. bands.			
2-yr., X	.....	.16	.14
1000 capitata, seedlings, 3 to 4 ins., 2-in. bands, 2-yr., X	.....	.09	.09
5000 capitata, seedlings, bed, 2-yr., 4 to 8 ins., heavy	.....	.12	.10
5000 capitata, seedlings, bed, 1-yr., 3 to 4 ins., nice	.....	.06	.05
3000 capitata, seedlings, 5-yr., XXX, heavy, sheared, 8 to 12 ins.	.....	.62	.60

2 per cent for cash before Jan. 1. No shipping bonded stock. 50 per cent deposit with order, balance before shipping.

RITTER'S NURSERY

Benton, Columbia Co., Pa.

## WELL-ROOTED CUTTING, SPRING '58

Propagated today for faster growth tomorrow

TAXUS Each 100 1000

Brown, 5 to 8 ins.	.....	\$0.11	\$0.10
Hunnewelliana, 5 to 8 ins. (fast grower)	.....	.12	.11
Hick, 1 to 8 ins.	.....	.11	.10
Cuspidata, 5 to 8 ins.	.....	.11	.10
1-yr. transplants	.....	.20	.18

300 at 1000 rate. Cash earns free packing.

CLAYMILL GARDEN NURSERY

5280 Grand Haven Rd. Muskegon, Mich.

## TAXUS CAPITATA

Strong 2-yr. seedlings, seeds sown lightly, plants grown with plenty of room in beds.

\$15.00 per 100, \$125.00 per 1000.

C. HOOGEENDOORN NURSERIES

Turner Road Newport, R. I.

## Watch Your Results From

American Nurseryman Classified Ads.

## VIBURNUMS

## VIBURNUM CARLESI

	Per 100	Per 1000
--	---------	----------

2-yr. seedlings, 4 to 6 ins.	\$15.00	\$125.00
2-yr. seedlings, 6 to 8 ins.	20.00	175.00
2-yr. seedlings, 8 to 12 ins.	30.00	250.00

C. HOOGEENDOORN NURSERIES

Turner Road Newport, R.

# SUPPLIES AND SUNDRIES

## CANE STAKES

BAMBOO CANE STAKES			
	Medium heavy	Pencil thickness	
	Green or natural	Dyed green	
	Per 500	1000	2000
1 1/2 ft. ....	\$2.40	\$ 3.20	\$ 5.70
2 ft. ....	3.20	4.20	7.60
2 1/2 ft. ....	4.00	5.20	9.50
3 ft. ....	4.80	6.60	12.40
3 1/2 ft. ....	5.60	8.10	15.20
4 ft. ....	6.40	9.00	17.10
5 ft. ....	8.00	15.00	28.00
6 ft. ....	9.60	18.00	34.00
SPLIT BAMBOO, dyed green 1000			
12 ins. ....		\$2.10	\$ 3.00
15 ins. ....		3.00	12.60
18 ins. ....		3.80	14.40
24 ins. ....		4.80	16.80
HEAVY GRADES, NATURAL. Per 1000			
	1/2 to 3/4 in.	3/4 to 1 in.	1 to 1 1/4 in.
4 ft. ....	\$2.88	\$3.44	\$4.24
5 ft. ....	3.60	4.30	5.30
6 ft. ....	4.32	5.16	6.36
7 ft. ....	5.04	6.02	7.42
8 ft. ....	5.76	6.93	8.48

Approximate average thickness at bottom end. 5 bales up less 5 per cent; 10 bales up, less 10 per cent. F.O.B. shipping point. Special prices for carlots.

A. C. PATTERSON, CENTERTOWN, KY.

## LIGHTNING SERVICE

ON  
FRESHLY IMPORTED  
JAPANESE BAMBOO CANE STAKES  
from  
NEW YORK, CHICAGO, PORTLAND, ORE.  
Write for our competitive prices  
and generous quantity discounts.  
McHUTCHISON & CO.  
695 Grand Ave. Ridgefield, N. J.  
2505 S. E. 11th Ave. Portland 2, Ore.

## BAMBOO CANE STAKES

For greenhouse and nursery purposes.  
All types and sizes.  
Write for prices and quantity discounts.  
ALEC HENDERSON, INC.  
1305 W. Randolph St. Chicago 7, Ill.

## FLATS

CYPRESS FLATS			
Shipped from Williamston, N. C.			
WHITE CEDAR FLATS			
Shipped from Cook, Minn.			
Order by No.	Price	Cy- Cedar press	Wt. per
No. 1. 14x20x2 1/2 in. ....	\$27.00	320	400
No. 2. 14x20x3 1/2 in. ....	31.50	400	500
No. 3. 12x16x2 1/2 in. ....	20.75	260	325
No. 4. 12x16x3 1/2 in. ....	24.50	275	345
No. 5. 14x16x2 1/2 in. ....	23.25	275	345
No. 6. 14x16x3 1/2 in. ....	27.50	290	365
No. 7. 15x22x2 1/2 in. ....	30.75	380	475
No. 8. 15x22x3 1/2 in. ....	35.50	425	535
No. 9. 11 1/4 x 22x2 1/2 in. ....	25.00	320	400
No. 10. 11 1/4 x 22x3 1/2 in. ....	29.00	400	500
No. 11. 14x16x5 in. ....	32.75	450	560
No. 12. 6x11x5 in. ....	16.75	160	200
No. 13. 6x16x5 in. ....	19.00	215	270
Plant boxes. 5x8 1/2 x 2 1/2 in. ....	5.50	45	60

Skeleton flats to carry TEKPAKS and similar growing containers. (Write us for price list.)

All other sizes quoted on request.  
Above prices apply to both Cypress and Cedar.

5 per cent discount on orders of 1000 or more; 10 per cent discount on carloads of 30,000 lbs. or more.

The above sizes are inside measurements. Bottoms and sides are 1/2 in. thick and ends are 3/4 in. thick. All material surfaced on one side.

Your name and address printed, up to 3 lines in black ink, on one or both end pieces at the following rates: \$1.00 setup charge, plus 1/2 c per end piece for the first 1000 ends; 1/2 c per end thereafter.

Write inquiries and orders for White Cedar flats to Cook, Minn., and for Cypress flats to Williamston, N. C.

Shipped knocked-down in units of 25, F.O.B. mills. All shipments by truck unless otherwise specified. Attach check. Order by number, especially if by telegram.

H. C. HILL & SONS  
Manufacturers of flats, boxes, wood turnings and specialties.

Phone NOrth 6-3348 Cook, Minn.  
Phone SWift 2-4127, Williamston, N. C.

## REDWOOD FLATS, K.D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure. \$38.00 per 100.

1x1-in. Cypress stakes, pointed.  
50 pcs. to bundle, 4 ft., \$3.50 per bdl.  
50 pcs. to bundle, 5 ft., \$4.50 per bdl.  
50 pcs. to bundle, 6 ft., \$5.50 per bdl.

Ship same day. Cash with order, please.  
YOH & HOOKER, YOUNGSTOWN 2, O.

## FERTILIZERS

PETERS SPECIAL  
CONTAINER-GROWING FERTILIZERS  
All materials listed are ideal for container-growing purposes.

SOLUBLE FERTILIZERS  
21-7-7 Azalea Neutral (non-acid forming)  
21-7-7 Azalea Acid (heavy acidifying action)

Both above, \$6.50 per 25-lb. bag.  
\$22.00 for 4 25-lb. bags.

20-20-20 General Purpose Feed  
\$7.00 per 25-lb. bag, \$24.00 for 4 25-lb. bags.

LONG-LIFE FEEDS  
13-6-6 Organic Special Du Pont Uramite

Nitrogen and highest grade natural organics. The finest long-life dry feed. Unexcelled for containers.

\$7.50 per 25-lb. bag, \$28.00 for 4 25-lb. bags.  
Du Pont Uramite, 18 per cent nitrogen from methyl-urea, \$12.00 per 50-lb. bag.

Also available: Chelated Iron, Chelated Trace Element Complexes, Fritted Trace Elements, etc.

Write for complete price list.  
Freight prepaid, east of Mississippi, on all orders totaling 300 lbs. or more of above materials. Less than 300 lbs., F.O.B. Allentown, Pa.

ROBERT B. PETERS CO.  
739 North 7th St. Allentown, Pa.

## FLOCKING SUPPLIES

FLOC-FLO  
Supplies, equipment  
and free "How to Do It"  
FLOC-FLO ENGINEERING DESIGN  
5802 Olson Highway Minneapolis, Minn.

## HOTBED SASH

SISALGLAZE SASH  
Get all the information before you buy your sash. Also information on Sisalglaze greenhouses.

ROUGH BROS.  
4227 Spring Grove Ave. Cincinnati 23, O.

## LABELS

DAHIA OR TREE LABELS		Priced per carton	
		Plain	Painted
3 1/4 x 5 in. ....	notched, not wired	\$3.00	\$3.60
3 1/4 x 5 in. ....	wired (copper)	3.95	4.90
4 x 5 in. ....	(cartons 1000 each) ..	3.95	4.60
5 x 5 in. ....	(cartons 1000 each) ..	4.30	5.10
6 x 5 in. ....	(cartons 1000 each) ..	4.70	5.80
		Priced per carton	
		Plain	Painted
8 x 5 in. ....	(cartons 500 each) ..	\$3.60	\$4.30
10 x 5 in. ....	(cartons 500 each) ..	4.20	5.10

GARDEN STAKES  
8 x 1/2 in. .... (cartons 250 each) .. 3.00 3.60  
10 x 1/2 in. .... (cartons 250 each) .. 3.30 3.90  
12 x 1/2 in. .... (cartons 100 each) .. 2.00 2.40  
Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

Catalog on request.  
"We ship same day."  
YOH & HOOKER, YOUNGSTOWN 2, O.

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IVORY ORCHID BARK  
For potting all Orchids.  
1-cu. ft. bag, \$2.15; hobby bag, 65c.  
2-cu. ft. bag, \$3.75; prof. bag, \$1.85.  
3-cu. ft. bag, \$5.00.  
100-lb. bag Hoof and Horn Meal, \$14.50.  
All prices F.O.B., subject to change without notice.

List of ORCHID SUPPLIES upon request.  
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## PLASTIC FILM

POLYETHYLENE FILM  
2 mil. in 200 ft. rolls, 36 ins. wide, \$6.48;  
54 ins. wide, \$9.55; 108 ins. wide, \$18.85.  
4 mil. in 100 ft. rolls, 36 ins. wide, \$6.87;  
54 ins. wide, \$9.91; 108 ins. wide, \$22.05.  
5 rolls, less 10 per cent; 10 rolls, less 20 per cent. Also wider widths available.  
Information on Sisalglaze Polyflex available.  
We pay freight if check is with order.

ROUGH BROS.  
4229 Spring Grove Ave. Cincinnati 23, O.

POLYETHYLENE FILM			
Wt.	Width	Roll length	Price
4 mil.	48 ins.	100 (transparent) .....	\$ 7.25
2 mil.	50 ins.	200 (transparent) .....	7.55
1.5 mil.	36 ins.	500 (black for mulching) ..	10.31

Width available up to 20 ft. Write for our low prices on quantity orders.

POLY-LO CO.  
Box 5111 Winston-Salem, N. C.

POLYETHYLENE FILM  
Natural transparent, made from Du Pont Alathon, the amazing film for greenhouses.  
.004 mil., all rolls 100 ft. long.  
3 ft. wide by 100 ft. long ..... \$ 6.00 per roll  
4 ft. wide by 100 ft. long ..... 8.00 per roll  
5 ft. wide by 100 ft. long ..... 12.00 per roll  
6 ft. wide by 100 ft. long ..... 16.00 per roll  
Other sizes available up to 20 ft. wide.  
Send \$1.00 for liberal sample,  
4 ft. x 10 ft., postpaid.  
Special deal for greenhouse construction.  
3 rolls to 9 rolls, 25 per cent discount.  
10 rolls or more, 33 1/3 per cent discount.  
"We ship same day."  
YOH & HOOKER  
520 Williamson Ave. Youngstown 1, O.

## PLANT TUBS

UTILITY PLANT TUBS  
made from  
New England White Pine  
Per 100 tubs, F.O.B. NEW HAMPSHIRE.  
Enam-White  
eiled with  
green bands

Top	Depth	Stained	Stained	Stained	Stained
dia.		green	white	glossy	gold
7-in.	7-in. ....	\$ 90	\$ 98	\$105	...
8-in.	5-in. ....	90	98	105	\$112
8-in.	8-in. ....	98	112	112	...
9-in.	6-in. ....	98	112	112	127
9-in.	9-in. ....	102	112	117	...
10-in.	6 1/2 in. ....	102	112	117	127
10-in.	9-in. ....	112	120	127	...
11-in.	7-in. ....	105	112	120	...
12-in.	7-in. ....	110	125	130	140
12-in.	9-in. ....	132	147	147	...
12-in.	11-in. ....	180	195	195	...
14-in.	8-in. ....	165	180	180	195
14-in.	13-in. ....	210	225	225	...

For PRICES F.O.B. CHICAGO add 10 per cent.

Above prices apply on quantities of less than 100. Minimum order 5 tubs of any one size or color.

Sole Distributors.  
ALEC HENDERSON, INC.  
1305 W. Randolph St. Chicago 7, Ill.

## SPHAGNUM MOSS

Fresh clean sphagnum moss, write or phone City Point 133 for our low prices on wire-bound bales in truckloads or carlots.  
Pure Sphagnum Moss Co., City Point, Wis.  
Long-fibered sphagnum moss, also ground moss. Price us on truckloads delivered.  
Warrens Moss Co., Warrens, Wis.

## STAKES

CYPRESS PLANT STAKES  
50 pieces to bundle.  
1x1-in.—3 ft., pointed ..... \$3.00 per bundle  
1x1-in.—4 ft., pointed ..... 3.50 per bundle  
1x1-in.—5 ft., pointed ..... 4.50 per bundle  
1x1-in.—6 ft., pointed ..... 5.50 per bundle  
1x1-in.—7 ft., pointed ..... 7.00 per bundle  
These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

WE SHIP SAME DAY!  
YOH & HOOKER  
Youngstown 2, O.

STAKES, GALVANIZED HARD STEEL  
GALVANIZED tree guying WIRE,  
HOSE for guy wire PADDING.  
Prices and sample sent on request.  
SCHUPP SUPPLY CO., WILMETTE, ILL.

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TRADE BOOKS.  
Descriptive book circulars available on request.

STANDARD CYCLOPEDIA  
OF HORTICULTURE.  
3-Volume Set.  
by L. H. Bailey, \$52.00.

CHRISTMAS TREES FOR PLEASURE  
AND PROFIT  
by Chapman and Wray, \$3.75.

THE FRIENDLY EVERGREENS,  
by L. L. Kumlén, \$10.00.

GROUND COVER PLANTS,  
by Donald Wyman, \$4.75.

THE BOOK OF TREES,  
by A. C. Hottes, \$4.00.

These books may be obtained, postpaid, at the publishers' prices indicated, from

AMERICAN NURSERYMAN  
343 South Dearborn Chicago 4, Ill.

# DAN-D FIRMER

(HYDRAULICALLY OPERATED)

## DOES THREE JOBS AT ONE TIME

**Firms, Hills and Cultivates in One Operation**

CAN BE INSTALLED QUICKLY AND EASILY TO ALLIS-CHALMERS G TRACTOR



**Time, Money and Labor-saving . . .**

**Scientifically firms all types of lining-out stock.**

**Assures better stands of**

EVERGREEN SEEDLINGS AND TRANSPLANTS  
SHADE TREE SEEDLINGS — SHRUB LINERS  
POTTED STOCK — PERENNIALS

Firms, hills and cultivates between rows in one easy operation. One man can easily do the work of four or more at vast saving in time and money. Hydraulic

controls for quick, easy handling. PRICED WITHIN THE REACH OF ALL NURSEYMEN.

Manufactured by

## SHERMAN NURSERY CO.

CHARLES CITY, IOWA

Northeast Iowa's Foremost Nursery — 500 Acres

**Order Your DAN-D FIRMER Today**

### WISCONSIN SHORT COURSE

[Continued from page 8]

for general park plantings are Vestale, Mont Blanc, Ellen Willmott, Edith Cavell, De Miribel, Marechal Lannes, President Lincoln, Decaisne, Olivier de Serres, President Grevy, Victor Lemoine, Leon Gambetta, Lucie Baltet, Mme. Antoine Buchner, Katharine Havemeyer, Congo, Capitaine Baltet, Paul Thirion, Charles Joly, Ludwig Spaeth, and Monge.

#### Tree Surgery

The next speaker was Larry Wachtel, Wauwatosa, whose firm,

Wachtel Tree Service, specializes in tree surgery and large tree grafting. Little tree damage occurs in nurseries, said Mr. Wachtel, but trees are frequently damaged when they are in their permanent locations. Much of this damage is done by contractors during home building. Often, the damage does not show up until years later, at which time the surgery is a major job.

Mr. Wachtel showed a number of slides of his work over the years with shade and ornamental trees, which pointed out the fact that a properly handled repair job is almost invisible within a few years. Merely coat-

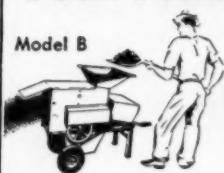
ing the area of a tree from which bark has been removed is not sufficient, said Mr. Wachtel, even when it is recoated annually. Wherever bark is removed, the inside of the tree is exposed to damaging fungus. He recommended an inorganic filling for large wounds, consisting of the type of concrete mixture that will remain flexible enough to move with the tree and allow for expansion and contraction.

Although the primary aim in tree surgery is to remove all diseased parts, sometimes this is not possible, because the disease has spread too far. A customer's main purpose in

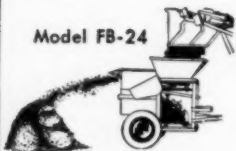


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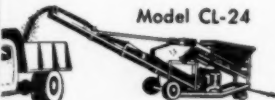
Model B



Model FB-24



Model CL-24



Shred, Blend, Aerate With A

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For Better Plant Growth

Soil, peat, manure, compost, sphagnum moss. Wet or dry! Rock and other foreign material will not damage the patented all-steel rotor assembly. Also available with shredding hammers for soil and organic material. Lindig offers you the most complete line of shredding equipment, with capacities from 3 to over 100 yards per hour. Screening attachment available for removing rocks. Hand and power fed models. Units with or without loading conveyors.

Write or call for particulars  
and name of Dealer

Patented and Built Exclusively Since 1940

## LINDIG MANUFACTURING CO. INC.

1875 W. COUNTY ROAD C • ST. PAUL 13, MINN.

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Help and Situation Wanted and For Sale Advertisements

Display: \$4.50 per inch, each insertion.

Lines: 40c line; minimum order \$4.00.

### HELP WANTED

#### EXPERIENCED GROWER

Capable of taking charge of all phases of general nursery stock products. Shade trees, shrubs, evergreens and other ornamentals. Established operation in northeast central zone.

Please give complete resume in first letter, including education, record of employment and starting salary expected. Top pay for the right man with qualifications. All replies strictly confidential. Reply Box 456, care of American Nurseryman.

### FOR SALE

As our peat and phosphate business has grown so large, we will sell our highway nursery salesyard of 21 lots (2½ acres) on highway No. 61 in the business district of Pine City. For further information write:

ROY WHITE  
Pine City, Minn.

### HELP WANTED

#### CAPABLE SALES ASSISTANT

Sales office management, systems and correspondence. Established firm dealing in general nursery stock. Good growth potential for a qualified person. Please give full data as to experience, education and aims. This is a permanent position with a responsible company. Replies handled in strictest confidence. Reply Box 457, care of American Nurseryman.

### SITUATION WANTED

Sales representative covering New England and Mid-Atlantic states wants to represent reliable west coast nursery selling shade trees, fruit understocks and similar material. Will be at Chicago. Reply Box 458, care of American Nurseryman.

### SITUATION WANTED

Experienced wholesaler and retailer, former successful owner, desirous of making contacts to merchandise and advertise nursery stock for firms desiring to expand garden center or sales lots. Write to Box 446, care of American Nurseryman.

### HELP WANTED

#### MANAGER TRAINEE

Retail sales. \$300.00 month plus bonus. Excellent chance to advance with earnings \$7,000 to \$8,000. Must have above-average sales ability.

Charles Crum  
ROSEDALE'S NURSERIES  
400 W. Huntington Dr. Monrovia, Calif.

### FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.  
Elizabeth 4-9041 Waverly 6-0404  
1080 Magnolia Ave. Elizabeth, N. J.

### HELP WANTED

#### GARDEN STORE MANAGER

Western New York location. Experience not necessary, but must be a merchandiser. Outstanding opportunity. Guaranteed salary plus profit sharing. Send full details. Replies kept in strict confidence. Address replies to Box 419, care of American Nurseryman.

FOR SALE—Businesses may be offered for sale by use of a want ad liner such as this. Cost: 40c per line (minimum order \$4.00). Your ad will be seen by more than 9800 American Nurseryman readers.

having his trees taken care of is to improve their appearance, and he is happy if they are kept presentable even if all disease is not removed. A good seal will at least keep out weather and moisture, thus slowing the inroads of the damage.

Some of the slides which Mr. Wachtel projected showed the effects of lightning damage. In such cases, he said, permanent repairs are put off for two years, during which time the tree is kept under observation to determine the amount of root damage. Meanwhile, the damaged wood is dressed out and the area coated annually. Brace cables and rods are often essential to strengthen weakened limbs. Mr. Wachtel pointed out that his firm always fills trees in the natural shape of the trunk, to avoid a flat-sided look and that it is necessary to provide for adequate drainage behind the filled area of a tree. Much of the work of the tree surgeon is made necessary because nature itself does not always build properly. Mr. Wachtel cited as an example the Moline elm, with its fatal V-shaped fork, which often causes one side to split away. In some varieties of trees, it is possible to prune away the V forks while they are young, but in the Moline elm it is such a standard characteristic of growth that other means must be employed.

Brace cables and rods used as a preventive measure are the best treatment for the V fork. However, even in the event that one branch is split away in a storm, it can sometimes be saved by raising it back into place and installing adequate reinforcement and guy wires. The importance of guy wires should not be underestimated, said Mr. Wachtel. Many small trees would take hold better with the assistance of properly placed guy wires.

### Bridge Grafts

Other slides which Mr. Wachtel projected showed how bridge graft repairs were made to trees girdled by rabbits or mice. Strong water suckers from the top of the tree are inserted under the bark on each side of the girdle, tacked in place and covered with wax. A guard of No. 2 hardware cloth is then installed to prevent mice and rabbits from attacking the grafts.

In cases where girdling damage is close to the ground, said Mr. Wachtel, tiny trees are planted all around the large tree and their tops grafted to the trunk. April and May are good months for this work, he added, although grafts will sometimes catch later in the season.

Hubert E. Halliday, of the state of

# VAUGHAN'S — PEAT POT HEADQUARTERS

SOLE DISTRIBUTORS FOR THESE STURDIER AMERICAN-MADE POTS

## WE PREPAY DELIVERY ON VAL-PEAT POTS

Orders Must Be 150 Lbs. or Over from Chicago, Lebanon, Ind., and New York, Within a Radius of 1000 Miles.



Azalea cuttings transplanted into Val-Peat Pots in the spring of 1956. Grown in nursery during the summer. Potted plants were dug and wintered in frames. Picture taken May 2, 1957.

Val-Peat Pots save time and labor of knocking the plants out of pots whether they are to be transplanted to larger pots, field, greenhouse benches, or sold in the retail outlet. Come in conventional round sizes or SQUARE, which will save 60 per cent in space.

Inside top Dimension of pot	Number of pots	Number Pots per Carton	Approx. Wt. of Carton	Price per 1000
<b>S-1428 1 1/4-in.</b>	2,500 to 17,500	2500	30 lbs.	\$7.00
Side	20,000 to 70,000			6.50
Square	72,500 and over			6.00
<b>S-1428A 2 1/4-in.</b>	2,000 to 18,000	2000	32 lbs.	7.25
Diameter	20,000 to 74,000			6.75
Round	76,000 and over			6.25
<b>S-1428B 3-in.</b>	1,000 to 9,000	1000	28 lbs.	13.25
Diameter	10,000 to 49,000			12.25
Round	50,000 and over			11.00
<b>S-1428D 3-in.</b>	1,000 to 9,000	1000	30 lbs.	16.50
Diameter	10,000 to 49,000			15.25
Square	50,000 and over			14.00
<b>S-1428C 4-in.</b>	500 to 2,000	500	30 lbs.	27.50
Diameter	2,500 to 9,500			25.00
Round	10,000 and over			22.50
<b>S-1428E 4-in.</b>	500 to 2,000	500	28 lbs.	25.00
Round	2,500 to 9,500			22.50
Azalea	10,000 and over			20.00

CHICAGO 6  
601-609 W. Jackson Blvd.

**Vaughan's Seed Co.**

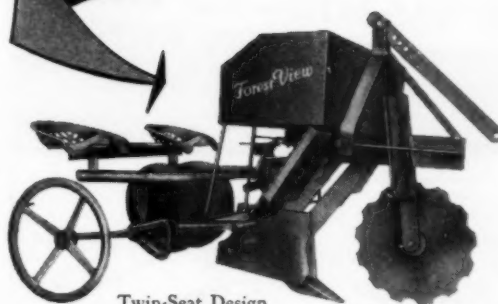
NEW YORK 13  
85 White St.

Wisconsin plant industry division, discussed care of nursery stock in the garden center. Nursery stock is a big business in the state, Mr. Halliday told the group, with present figures showing 777 nurseries; 625 outlets of the variety store, grocery store, plant stand and garden center types; 686 nonresident nurseries that have registered in order to do business in the state, and 704 agents.

### Variety Store Sales

The variety and department store operations are, in general, poor ones, because they do not have proper facilities for handling the stock and the clerks know nothing about the plants and often dislike getting their hands dirty to sell them. In this sort of operation, packaged plants are stocked in the spring and are sold out as rapidly as possible. There are many things which can and do go wrong in such an operation, said Mr. Halliday.

The plant operations of grocery stores have changed somewhat in recent years. At one time, such stores limited themselves to perennials in flats, and these held up well under retail conditions. Now, however, these stores are entering the field of packaged stock and B & B evergreens. The number of such outlets



Twin-Seat Design

The most rugged, versatile tree planter ever built, the ForestView Tandem Planter assures fast, low-cost planting of seedlings, lining-out stock, potted material or other small plants. Lever controls adjust to even the most rugged terrain. Newly designed trencher shoe plants potted material and liners without damage—spaces, plants smoothly and accurately without churning up soil. Precision alignment of stripper bar prevents clogging by weeds and undergrowth. Commercial steel construction throughout—ball-bearing mounted heeling wheels.

Ask about dealer  
franchises in your  
area.

Write today for literature and prices—  
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**FORESTVIEW EVERGREEN NURSERY**  
Germania, Penna.

Dept. AN

- Exact, positive spacing with exclusive timing wheel
- Correct planting depth on any terrain with special contour lever
- Exclusive, scalloped coulter wheel for fast, easy cutting of sod, etc.
- Finest trencher shoe made—insures maximum survival.



**MEMO**

*to Nurserymen—*

Here's how to  
**SLASH**  
Replacement Costs

**SELL THE ROSS  
ROOT FEEDER  
WITH NEW PLANTINGS**




- It's as good as an insurance policy! Feeding and watering new plantings with the Ross Root Feeder gives them a fast, healthy start. Your customers will be delighted—you'll save time and costly replacements.
- You'll make extra profits, too! There's a healthy margin on each sale PLUS unlimited repeat sales and profits on Ross Specialized Plant Food Cartridges.
- Attractive display case will "tell-and-sell" for you in your store—holds six units. Cartridges are handsomely boxed for counter display.
- Nurserymen have found that only the original Ross Root Feeder sells in volume, because only the Ross Root Feeder is properly engineered.

**For Complete Information  
Write Today To:**


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The recommended fertilizer for  
**AZALEAS and CAMELLIAS**  
Complete nourishment for acid-soil plants

Send for FREE BOOKLET—this  
authoritative guide on Azalea and  
Camellia culture mailed on request



THE RELIANCE FERTILIZER CO., SAVANNAH, GA.

is increasing, particularly in small towns without nurseries, where people are literally starving for good nursery stock and where they prefer not to buy from an agent. When the handling of nursery stock is put into the hands of the produce department, it is usually a good operation, since these people are used to dealing with perishable merchandise.

Garden centers are also undergoing changes, in that they are no longer strictly a spring business. With the potting of plants and the addition of Christmas tree sales, they often continue through December.

#### Care of Retail Stock

Mr. Halliday stressed the need to keep all nursery stock in an adequately moist condition. Perennials in small packages of peat moss dry out quickly, and fast-moving sales are necessary to avoid loss. Simply lifting a packaged rose to see if it is lighter than when it was put out for sale will indicate when the plant is lacking in moisture.

B & B evergreens should not stand on concrete, black top or gravel, which tend to draw the moisture out of the ball. They should be stored in beds set on some moisture-retaining material. State law requires that evergreens be in a viable condition, although Mr. Halliday expressed a preference for the law's former wording, which stated that they must be in "a vigorous growing condition."

Mr. Halliday suggested that in selling packaged roses one should keep representative stock on display at all times, with the remainder of the supply stored in a cool place until needed. The speaker also warned against bringing stock in too early in the spring, when there is still danger of cold damage. He recommended stocking plants late enough so that they can be sold as soon as they arrive.

Mr. Halliday reminded nurserymen that a copy of the dealer's license must accompany each sale of nursery stock. Nonhardy stock should be labeled as such, with the fact that it needs winter protection noted on the tag.

#### Landscape Awards

A contest in landscape design for members of the W. N. A. was an innovation this year. Entrants were given the choice of two problems, the typical builder's lot with a low-priced home, or a large lot with a higher-priced home. Award winners were: First, Tom Lied, Lied Nursery & Landscaping, Milwaukee; second, James Bennet, Hawks Nursery Co., Wauwatosa, and third, Ralph Pe-



# HERE IS WHY NURSERYMEN PREFER MENNEPOTS

## Superior Strength

Sturdily constructed, the MENNEPOT withstands hard handling.

## Stapled Bottom

Comes completely assembled . . . Potting can start immediately upon arrival.

## Light Weight

The MENNEPOT is economical to use. Light weight makes shipping costs less.

## Drainage

The side-drainage feature makes waterlogging impossible while standing in salesyard.



**Size 0** Top . . . 4 ins.  
Bottom 3 1/2 ins.  
High . . . 4 ins.  
Weight per 100  
Regular 10 lbs., Heavy 25  
Regular Weight Price  
100. \$2.75 1000. \$25.00  
Heavy Weight Price  
100. \$3.75 1000. \$35.00

**Size 0 1/2** Top . . 5 ins.  
Bottom 4 ins.  
High . . 5 ins.  
Weight per 100  
Regular 13 lbs., Heavy 30  
Regular Weight Price  
100. \$3.50 1000. \$32.50  
Heavy Weight Price  
100. \$4.50 1000. \$42.50

**Size 1** Top . . . 6 ins.  
Bottom . . 5 ins.  
High . . . 6 ins.  
Weight per 100  
Regular 15 lbs., Heavy 35  
Regular Weight Price  
100. \$4.00 1000. \$37.50  
Heavy Weight Price  
100. \$5.25 1000. \$50.00

**Size 2** Top . . . 7 ins.  
Bottom 5 1/2 ins.  
High . . . 7 ins.  
Weight per 100  
Regular 24 lbs., Heavy 55  
Regular Weight Price  
100. \$4.50 1000. \$42.50  
Heavy Weight Price  
100. \$5.75 1000. \$55.00

**Size 3** Top . . . 8 1/2 ins.  
Bottom 6 1/2 ins.  
High . . . 9 ins.  
Weight per 100  
Regular 30 lbs., Heavy 70  
Regular Weight Price  
100. \$5.00 1000. \$47.50  
Heavy Weight Price  
100. \$6.25 1000. \$60.00

**Size 4** Top . . . 10 ins.  
Bottom . . 8 ins.  
High . . 10 ins.  
Weight per 100—150 lbs.  
100. \$11.00  
500. \$52.50 1000. \$100.00  
\*Heavy Only—  
For trees and shrubs.

**Size 5** Top . . . 12 ins.  
Bottom . 10 ins.  
High . . 12 ins.  
L.G. POT  
Weight per 100—250 lbs.  
20. \$30.00 100. \$27.50  
500. \$125 1000. \$225  
\*Special for extra-heavy  
trees and large shrubs.

**Size Pan** Top . . . 8 1/2 ins.  
Bottom 7 1/2 ins.  
High . . . 5 ins.  
P.A.N.  
Weight per 100  
Regular 30 lbs., Heavy 70  
Regular Weight Price  
100. \$5.00 1000. \$47.50  
Heavy Weight Price  
100. \$6.25 1000. \$60.00

### Distributors

<b>NEW YORK</b>	Jackson & Perkins Co., Newark, N. Y. Gar Prod., Inc., Queens Ave., Lindenhurst (Long Island), N. Y.
<b>OHIO</b>	Skoll Distributing Co., 560 E. 99th St., Cleveland, O. I. G. Harmon & Son, 1800 19th St., Canton 4, O.
<b>PENNSYLVANIA</b>	E. C. Gelger, North Wales, Pa. Verscharen's Garden Centers, Rt. 51, Brentwood, Pittsburgh, Pa. Rt. 88, S. Park, Pittsburgh, Pa.
<b>NEW JERSEY</b>	New Yorker Bag & Burlap Co., 651 Marshall St., Elizabeth, N. J. Somerset Rose Nursery, Inc., New Brunswick, N. J.
<b>MICHIGAN</b>	Michigan Bulb Co., 845 Ottawa, N.W., Grand Rapids, Mich. Growers Exchange, Inc., P. O. Box 397, Farmington, Mich. Strickland Seed Store, 1429 Grafton Ave., Detroit, Mich.
<b>RHODE ISLAND</b>	American-Dutch Trading Co., Inc., 47 Coddling St., Providence, R. I.
<b>CANADA</b>	The Sheridan Nurseries, Ltd., Sheridan, Ontario, Canada.

500 of a size takes 1000 rate in sizes 0-0 1/2-1-2-3-Pan. Regular-weight pots packed 100 and 200 per carton in sizes 1-2-3-Pan. Size 0, 250 only. Size 0 1/2, 200 only. Heavy pots are packed 250 per carton in size 0; 100 per carton in sizes 0 1/2 and 1; 50 per carton in sizes 2, 3, Pan and 4, and 20 per carton in size 5. NO BROKEN CARTONS.

SEND \$1.00

FOR COMPLETE SET OF 14 SAMPLES.

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Prices Vary Slightly in Areas Served by Distributors  
DISTRIBUTORSHIPS OPEN IN SOUTHERN STATES

tranek, Brown Deer Nurseries, Milwaukee.

A message to the nurserymen from the recently formed Wisconsin Association of Landscape Architects was delivered by Vice-President Eugene B. Stiefvater, on behalf of the new organization's president, Edward Mallonen. A major objective of the W. A. L. A. is education of the public, which has little understanding of the landscape profession. The public must be made to understand that landscaped homesites do not come in uniform packages. Nor can the sites of schools, offices or plants be said to have any one correct landscaping plan, since they vary widely in size, use and intent.

It is important, too, to promote the idea that the omission of trees in urban planning would be as bad as omitting some public utility. The speaker deplored the trend toward black-topping recreation areas, such as school playgrounds, instead of providing adequate landscaping. Mr. Stiefvater called for a better under-

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Prompt Shipments  
"Hollandia" Burlap  
SQUARES  
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## WOOD LABELS

For Nurserymen

DAYTON FRUIT TREE  
LABEL CO.

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DAYTON, O.



FELCO SHEATH for  
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Request our folders on Swiss-made Felco Pruning Shears.

HERMANN A. WIRTH  
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Aluminum, designed for scientific sun control.

Millions of feet in use throughout the United States and the many repeat orders received for increased coverage in the past 10 years prove its value.



#### NURSERY

Designed for ease and low-cost erection. It is lightweight, with a high gloss baked enamel finish, long lasting, with minimum maintenance.

Extensively used by commercial growers, nurserymen and landscape architects, for better plant protection. Manufactured in four lath spacings, one will meet your most exacting uniform sun intensity requirements.



### LATH HOUSE

Ideal shading medium for patios, car ports, parking lots, commercial displays and any area requiring shade. Perfect shade, ventilation, diffused reflected light with minimum light loss and beautiful appearance are assured with ALUMALATH.

GET THE FACTS  
WRITE FOR SAMPLE AND PRICES

Manufacturer

**HARRY H. REYNOLDS**

2561 Valencia St.  
SANTA ANA, CALIF.

standing between those in the industry who design for the user and those who furnish the material.

#### Garden Center Merchandising

A panel of W. N. A. members took up the problem of buying and selling merchandise for garden center profits. Ralph Petranek served as moderator, assisted by Kenneth Greaves, Greaves Landscape Nursery, Milwaukee; Delmar Lied; Al Wetli, Wetli Landscape Service, Green Bay, and Francis Lamb. The panel members were in general agreement on the need for a good system of record keeping. Mr. Greaves recommended the use of a cash register which breaks down sales into divisions, such as evergreens, bulbs, perennials and supplies. By keeping a record of the costs of such items and comparing them with the sales, a man has a rough idea of whether he is making a profit or taking a loss on any given item.

Mr. Petranek described the operations of a large garden center which keeps detailed records of every item according to season and according to each week within the season. Orders are placed on a weekly basis, and sales are checked each week against the comparable week in the previous year to see if the order needs to be revised.

Mr. Wetli commented that a garden center located far from its suppliers cannot use such a system. It must, instead, figure its orders for the entire season at one time.

Mr. Greaves told about the card index system his firm uses, with a separate card for each of the 1,200 varieties of plants that the company handles. These cards show what is available in the company's own fields and what has been ordered from outside sources and thus prevent overstocking of any one item. The system requires perhaps one evening a month to keep it up to date. Mr. Lamb suggested that if a nurseryman anticipates selling 150 units of an item in a season, he should have 50 in the field and order only 100. Then, in the event that he can only sell 120, the rest are in good condition in the field.

#### Markup, Sales Discussed

It was suggested that a 100 per cent markup be used, except in the case of highly perishable items, on which the markup must be higher to absorb the losses.

Opinions differed as to the wisdom of conducting sales of nursery stock at special prices. Mr. Greaves found that customers tend to hold back their purchases at regular prices, waiting for a sale. Mr. Wetli, how-



### CONVERT YOUR TRACTOR into a ROAD AND LAND LEVELER

#### Money Back Guarantee

Fits any tractor with a 3-point lift. Reduces labor costs. Saves you money. Thousands now in use. Buy it and try it. If you are not completely satisfied, return it for full refund.

ACT NOW! For further details and prices write

### The GLEDHILL



ROAD MACHINERY CO.  
GALION, O.

**NEW MODEL "A"**  
**GRINDER and SHREDDER**

only  
**\$129<sup>95</sup>**  
POWER  
EQUIPPED

**W-W**  
COMPOST GRINDERS & SOIL SHREDDERS

**PERFECT FOR SMALL OPERATIONS**  
LARGER MODELS ALSO AVAILABLE

This new portable wonder is made especially for operators who don't require capacity of larger W-W models... without sacrifice in quality. Interchangeable shredding bars and grinding screen let you process dry leaves, phosphate rocks, small bones, etc. Screens fine enough for potting soil. Balanced for smoother operation and one-hand portability... Gas or electric power. Prices f. o. b. Wichita. Terms. Write...

### W-W GRINDER CORP.

2957-F N. Market Wichita 4, Kan.

### NURSERICANS...

The Modern Steel Container  
(trade designated as one, two and three-gallon sizes.)

#### THE LERIO CORP.

MOBILE 6, ALA. VALDOSTA, GA.

ever, had good results with a mid-August sale in which he offered a 10 per cent discount on anything delivered before September 1. He stated the sale helped keep his employees occupied during a slack period. Mr. Lamb was opposed to sales, preferring to convey the idea that his firm has, in effect, a perpetual sale, because the stock is actually worth more than the price he is asking. H. E. Halliday commented from the floor that his department takes a dim view of nursery stock sales, since they are so often held when the stock is in too poor a condition to be sold at all.

### Christmas Trees

Various aspects of the Christmas tree business were discussed, with Mr. Wetli leading off with the subject of merchandising. He projected a number of slides showing his operations and also displayed some of his advertising material, which has proved highly successful.

William Rieck, Floc-Flo Engineering Design, Minneapolis, Minn., and Chicago, Ill., demonstrated Christmas tree flocking in a plastic booth especially set up for the occasion. The adhesive is the most important item in flocking, said Mr. Rieck, and he recommended a good application before the flock material is sprayed on. The flocking is then applied with a spray in one hand, while a spray in the other hand applies additional adhesive. The two sprays should be applied in a V, with the flock hitting the adhesive just before it hits the tree. In this way, the adhesive carries the flock into the tree. Good hand action is necessary to avoid matting the needles together.

Leland Jens, Jens Nursery & Landscape Co., Wisconsin Rapids, predicted that in years to come the greatest Christmas tree business will involve trees specifically grown for the purpose, rather than native trees. The supply of good native trees is dwindling, and the remaining trees tend to be of poor quality and shape, while the public is demanding more perfect, symmetrical trees.

### A. A. N. Address

Richard P. White, Washington, D. C., executive vice-president of the American Association of Nurserymen, told a dinner group that shrubs planted along sections of the new interstate highway system could increase safety and reduce maintenance costs. He said plantings on curves could stop headlight glare and, if coarse, intertwining shrubs were used, could act as barriers for cars out of control. Additional benefits of highway plantings in urban

## HOWARD ROTAVATOR

"GEM"  
WILL MAKE  
MONEY FOR YOU



The Howard ROTAVATOR "GEM" is the machine for the professional. This rotary tiller has the exclusive self-sharpening ROTAVATOR blades. Their "slice-loosen-mix" action mixes down crop residues, fertilizers and weedicides, and makes an even loose tilth in which your seedlings will flourish.

The machine has a reliable Wisconsin AEN or TF engine, and 20", 24" or 30" tillage widths. Three forward

speeds plus reverse give it a ground speed from 0.84—1.87 mph, depending on the work to be done and the condition of the soil. As much as 25,000 sq. ft. per hour can be tilled with the "Gem".

The "Gem" can be equipped with a furrowing attachment, and a furrow covering attachment. It can also be adapted for use as a stationary soil shredder for producing finely pulverized potting soil.

WRITE TODAY FOR FACTUAL, INTERESTING LITERATURE



EM series tractor-mounted ROTAVATOR for tractors up to 45 hp. 50 and 60 inch tillage widths. Offsets up to 15 in.

Howard Rotavator Co., Inc.

1630 East Davis Street  
P. O. Box 38, Arlington Heights, Illinois

Please send me literature about the  
Howard ROTAVATOR GEM ☐  
Howard ROTAVATOR EM series ☐

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

<b>Peat Moss</b>	<b>Menne-Pots</b>
<b>Seed Flats</b>	<b>Cloverset Pots</b>
<b>Bird Products</b>	<b>Snow Fencing</b>
<b>Plantainers</b>	<b>Nurseries</b>
<b>Polyethylene Film</b>	<b>Wilt-Pruf</b>
<b>Burlap Squares</b>	<b>Reed Mats</b>
	<b>Wood Labels</b>

A Complete Line of Truck Farm Containers  
and

The New "45" All-Purpose Tar Paper Pot in All Sizes

**NEW JERSEY FARM SUPPLY COOP. ASSN., INC.**

447 Market St.

EAST PATERSON, N. J.

Phone: FAirlawn 6-2342

Manufacturers and Distributors of Tar Paper Pots



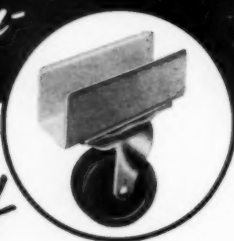


1½" casters. High quality ball bearing type. Welded on strong, special spring steel supports. Heavily plated to harmonize with copper bands on planters. Beautiful profits for you because it's already customer-tested. **ORDER NOW!**

**WHAT YOU'VE ALWAYS NEEDED!**  
planter casters that

*Snap on*

*Snap off*



It's new—it's exclusive! **PATIO WOOD SNAP ON** casters for tubs and planters. Fits most recessed bottom types. No screws—no adjustments—no gimmicks. Just **SNAP ON/ SNAP OFF** when necessary. **PATIO WOOD SNAP ON** casters offer easy movability while they protect patio floors against stains. This is a fast selling, high profit item in big demand. Send for **FREE** catalog and price list. Describes entire line of **PATIO WOOD** quality products in full color. Yours **FREE**. **WRITE TODAY!**

## PATIO WOOD PRODUCTS

835 COMMERCIAL ST. • SAN GABRIEL, CALIF. • ATLANTIC 7-9374

announcing the **NEW DELUXE** edition of  
**"GARDEN PLANTS IN COLOR"**

Edited by

**DR. HENRY T. SKINNER**

Director of the U. S. National Arboretum,  
Washington, D. C.



Over 350 full color illustrations of plants, trees, vines and ground covers, divided into eight main sections, including the description and growth habit of each plant. Completely indexed.

Lithographed on heavy Kromekote gloss enamel paper, printed on one side only. 150 pages, 8½ x 11 inches, loose-leaf, bound in handsome multiple ring binder with flexible weather-proof cover.

To be released next spring. Price... **\$36.00**  
 Write for complete specifications and sample pages.

**Sweeney, Krist and Dimm PUBLISHERS**

535 N. W. 16th Avenue • Portland 9, Oregon

### ADAIR'S MONEY-MAKERS

Tree Diggers — Root Pruners

Special Cutter Blades

**CHARLES ADAIR CO.**

1225 Cottage Grove Ave.  
CHICAGO HEIGHTS, ILL.

### PRINTING FOR NURSERYMEN

Better Quality—Lower Prices

Prompt Service  
 Moisture-resistant labels, plain or printed, single or sheets for typewriter use. Wide variety, lowest prices.

Shipping tags, color broadsides, catalogs, price lists, order blanks, order books, stock records, gummed labels, blotters, salesbooks, distinctive stationery.

Letterpress and offset printing. Write for free samples and prices.

**THE TINGLE PRINTING CO.**  
 SINCE 1907 PITTSVILLE, MD.

areas, he said, would be sound abatement and dust and exhaust fume absorption.

Mr. White presented several awards for good industrial landscape design to state firms on behalf of the A. A. N. Recipients were the McKay Nursery Co., Madison; two Madison firms whose premises the McKay firm designed, the Seven-Up Bottling Co. and the Democrat Printing Co.; the Carl Gerlach Co., Milwaukee, and the Nordberg Mfg. Co., whose landscaping was designed by the Gerlach firm.

At a short course luncheon held in the Empire room on Wednesday noon, the group heard the Hon. Donald W. Gleason, municipal judge of Brown county and judge of the juvenile court.

### A.A.N. CHAPTER ELECTS

Approximately 25 Wisconsin nurserymen attended a meeting of chapter 15 of the American Association of Nurserymen held December 5 during the annual convention of the Wisconsin State Nurserymen's Association. Elected as delegates to the 1958 A. A. N. Convention in Dallas, Tex., were Walter Redmond, Carl Gerlach Co., Milwaukee, and Thomas Pinney, Evergreen Nursery Co., Sturgeon Bay. Chosen as alternates were Robert Gieringer, Milwaukee, and Kenneth Altorfer, McKay Nursery Co., Madison.

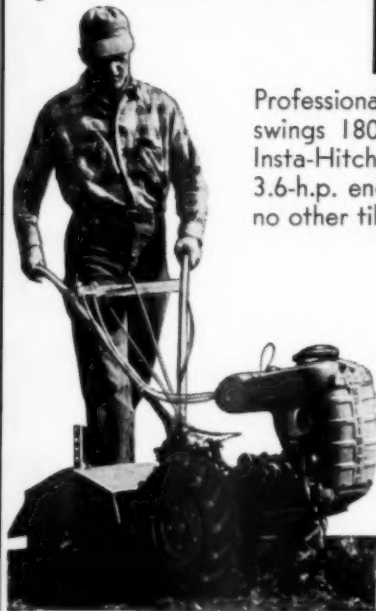
After lunch, Richard P. White, executive vice-president of the A. A. N., Washington, D. C., spoke to the group about the work being done by the A. A. N. to encourage highway planting in conjunction with the national system of roads that will be built, and he encouraged this group, as well as the Wisconsin State Nurserymen's Association, to do all it can in contacting highway officials and in getting garden clubs and Rotary, Kiwanis and other such groups behind the move for good highway planning.

### MAIL-ORDER NURSERIES

[Continued from page 73]

well known to everyone, given the same amount of space, will outsell the unknown shrub several times over. Of course, you cannot fill your catalog with varieties of equal popularity, but try to pick out as many winners as possible. One way to do this is to analyze the catalogs of a number of successful mail-order firms operating in the same territory that you plan to cover. If a certain variety is listed in all or most of these catalogs, you can be fairly sure

## Here's the most versatile tiller you've ever seen!



It's the *Ariens* de luxe model

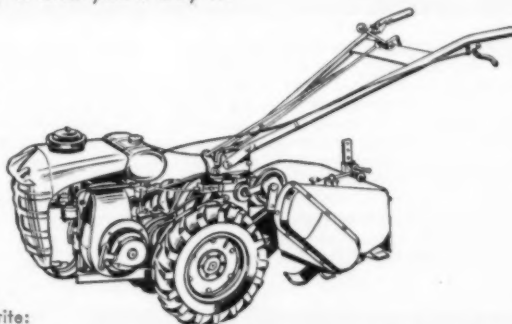
### MULTIMATIC ROTARY TILLER WITH 2-SPEED, 2-DIRECTION OPERATION USING INSTA-HITCH ATTACHMENTS\*

Professional gardeners swear by the new Ariens MULTIMATIC! Handle swings 180 degrees horizontally for 2-speed, 2-direction use—and the Insta-Hitch attachments give you year-round work-saving use! Has Kohler 3.6-h.p. engine; 16-in.-width tillage—plus excessive engineering features no other tiller can equal! Try it and you'll buy it!

#### \*Attachments

- 16-in. rotary tiller
- 24-in. rotary mower
- 30-in. reel mower
- Bulldozer blade
- Riding sulky
- Riding dump cart
- Riding spiker-aerator
- Dump cart
- Riding roller

For full information see  
your Ariens dealer or write:



**Ariens Company • 141 Calumet St. • Brillion, Wisconsin**

it is a popular item. Your wholesale sources can also be helpful in aiding you to choose the best varieties. You must make sure the varieties you select for listing are available.

#### New Items

Novelties can be profitable. The most successful mail-order firms are constantly on the lookout for new items of proven merit. Many gardeners want new plants and are willing to pay high prices to get them. But do not make the mistake of offering new items that have not been thoroughly tested in the area you serve. You will do your customers a disservice if you sell them plants not adapted to their conditions, and their dissatisfaction will hurt your business.

Make your descriptions brief and to the point. No one likes to read long, detailed dissertations. Put yourself in the customer's place. Try to figure out what he most wants to know about your product and then tell him in your most interesting manner. Stick to the truth; do not exaggerate. Just as in advertising, a straightforward statement is most effective.

Use numerous illustrations. A good picture is your best sales help. You have noticed how the large mail-order houses illustrate as many of

**SEND FOR YOUR NEW  
FULLY ILLUSTRATED CATALOG**



ORDERS DELIVERED FREE TO DESTINATION AS FOLLOWS:  
CALIFORNIA—All orders \$25.00 and over.  
ARIZONA - NEVADA - OREGON—Orders \$35.00 and over.  
ALL OTHER STATES WEST OF MISS.—Orders \$50 and over.  
ALL STATES EAST OF MISS.—Orders \$75.00 and over.

**CONTAINS HUNDREDS OF ITEMS  
THAT MAKE MONEY FOR YOU!**

Wire and Redwood baskets; Redwood tubs;  
Wire and fernwood totem poles;  
Plant supports;  
Wrought-iron brackets and fern stands;  
Plastic and lead flower pin frogs;  
Can cutters;  
Green moss in bales and bags;  
Black Magic; Plant ties and twine;  
Plastic pots and trellis;  
Copper, brass and plastic planters;  
Wire plant markers and plastic plates;  
Other nursery supplies.

CATALOG IS FREE—SEND TODAY

#### WIRE BASKET CO.

814 W. 58th St.  
LOS ANGELES, CALIF.  
Phone PLessant 8-7496



**TORMEY'S**  
Phone: AT 7-0101  
P. O. Box 428-T  
TEMPLE CITY,  
CALIFORNIA

#### "NEW ERA" SHREDDER

SAVE TIME AND  
LABOR BY DOING  
MORE  
MECHANICALLY  
AND LESS  
MANUALLY—  
DOES ALL THE  
JOB—NOT JUST  
PART OF IT.

Several Models  
Available  
Write for Details.

**No Matter What You Grow...**



there's a  
**UNION  
PLASTIC  
POT**  
to fit!

Write for Price List

**UNION PRODUCTS, INC.**  
Leominster, Mass.

You'll move more bales!



You'll make more

With

**DETORF**  
GARDEN PEAT

**SUPERIOR GERMAN SPHAGNUM PEAT** from the famous Detorf bogs is the world's standard of quality. Detorf is genuine broadleaf Sphagnum type moss that absorbs 15 to 20 times its weight in water. It is sun cured, properly processed, and securely packed in high-compression bales. Standard bale suffices to mulch 150 sq. ft. two inches deep.

**NO HANDLING HEADACHES** with DETORF. Tremendous production capacity plus prompt order handling plus fast ship-

ment insure delivery of Detorf to meet your every sales demand. Each bale is quality controlled, marked for size and securely bound.

**LIBERAL PROFIT MARGINS** are assured by Detorf's mass production economies that are passed on to you in fair pricing. Polyethylene bags and handy cartons are available for repacks—to increase your sales and profits.

## J-M TRADING CORP.

323 S. Franklin St., Chicago 6, Ill.  
Tel. WAbash 2-2065

WRITE, WIRE, OR  
PHONE FOR  
PROMPT OR LATER  
SHIPMENT TO  
DEPT. AN

For Bark Wounds —

## NU BARK

Your customers will like it!

**CLEAN • CONVENIENT • EFFECTIVE**

Your firm name printed on labels. Exclusive sale in your area. Send \$2.00 for a "show me" order. It'll be generous and postpaid.

**NU BARK** 20 W. Johnson St.  
Charleston, Ill.

## Insecticides and Supplies for:

NURSERIES—GREENHOUSES

GARDENS—FARMS

Complete line in stock.

Paul H. Lange, Prop.



Originators and Manufacturers of  
Carnation and Mum "Saf-Pak" ®

Phone: Vanderbilt 7-2187 1843 Oakton, Des Plaines, Ill.

## Top-Quality

Dutch and Domestic

## BURLAP SQUARES TWINES

Jute—Sisal—Binder Twine

Write for our low prices and samples.

**HALPERN BROS.**

272 S. 2nd St., PHILADELPHIA 6, PA.

## A. M. LEONARD & SON

PIQUA, OHIO

Knives - Shears - Pruning Tools  
Nursery Spades - Grafting Supplies  
WRITE FOR CATALOG

DARLING'S  
*"Rite in the Rain"*  
WATERPROOF  
TREE AND PLANT LABELS

"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.

Write for samples and prices.  
**J. L. DARLING COMPANY**  
BROWN'S POINT, TACOMA, WASH.

Restore Your Soil to  
Virgin Fertility—With  
**VITALOAM**  
LABORATORIES OF SOIL  
& PLANT RESEARCH, INC.  
LANCASTER, OHIO

their articles as they possibly can. Illustrations should be clearly captioned, so that there will be no doubt in the mind of the observer. Consider the use of 4-color illustrations. There is probably no other product that lends itself more readily to the use of color than nursery stock. Many mail-order nursery catalogs are things of beauty with their gorgeous illustrations in full color. More firms are employing color in their catalogs and many catalogs are illustrated entirely in color.

### Catalog Costs

Among the largest single items of cost in the production of a catalog are the composition and make-up. Composition is the setting of your copy into type. Any mistakes in the original copy that you supply the printer will have to be corrected later. Making corrections after the type has been set is expensive. Therefore, you should prepare your copy carefully to eliminate as many mistakes as possible.

Make-up is the work of assembling the type and the cuts (illustrations) for printing. The type has to be arranged in pages, and the cuts have to be put in their proper places and captioned. By providing accurate and not too complicated page layouts you can save the printers time and yourself money.

If the catalog is to be printed in full color, the paper has to go through the press four times. It takes great skill to register the four impressions so accurately that the resulting illustrations will be sharp and clear-cut. When you see fuzzy and blurred color pictures you know that there was a sloppy job of press make-ready, another important step in the job.

These matters of composition, page make-up and press make-ready have been explained so that you will understand why the unit cost of only a few thousand catalogs is high compared to the unit cost of many thousands. After the initial investment has been made in composition and make-ready, the cost per catalog drops rapidly as the number printed increases. The cost of composition and make-ready is practically the same for 10,000 catalogs as for 100,000. As your mailing list increases, your catalog cost per unit should show a reduction.

### Printer Can Aid

If you do not feel equal to the task of preparing your own catalog, you can get help from an advertising agency. You supply the agency with the basic information, and its staff lays out the catalog and writes the



# CONTACT 9,800 Nurserymen at their Buying Time

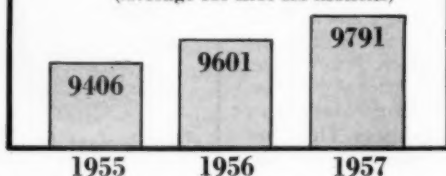
From the reports on fall business appearing in the December issues of the AMERICAN NURSERYMAN, a record season was experienced and another record season is expected during the spring of 1958. Wholesalers and retailers, as well as garden shop owners, are all optimistic.

The optimism will be reflected throughout the winter months when hundreds of nurserymen in over 25 states will gather at their annual association conventions to buy and sell stock for meeting the rush of spring orders and to purchase supplies and equipment for shipping, planting, and resale. A portion of the many such meetings to be held are listed in the "Coming Events" column of this issue.

You can contact the hundreds who will attend these meetings—and the many more who stay at home—by advertising in the coming issues of the AMERICAN NURSERYMAN. The country over, nurserymen will follow these conventions through the complete reports carried in the AMERICAN NURSERYMAN. You can get their orders for stock, supplies and equipment by advertising during this important convention period. Your well-timed advertising to these nearly 10,000 leading nurserymen in the United States will support your other selling efforts and produce outstanding results for your firm.

## TOTAL CIRCULATION

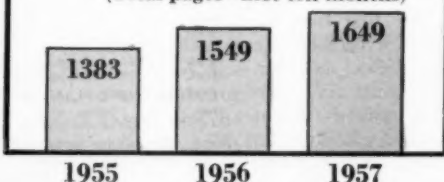
(Average for first six months)



Circulation of the American Nurseryman continues to climb, providing many additional prospects for advertisers each year. As 1957 draws to a close, the circulation figure is approaching 10,000—all bona fide members of the nursery industry with PAID subscriptions to the magazine.

## PAID ADVERTISING

(Total pages—first ten months)



More and more firms are advertising to the nursery industry through the American Nurseryman. Each year sets a new record for advertising volume. The continuous use of the magazine by advertisers—with larger space orders being received each year—proves that it brings them results!

1958 FEBRUARY 1958													
Su.	Mo.	Tu.	We.	Th.	Fr.	Sa.							
							1	2	3	4	5	6	7
8	9	10	11	12	13	14	15	16	17	18	19	20	21
22	23	24	25	26	27	28							

**FEBRUARY 1 issue**  
Closes **January 10**

**FEBRUARY 15 issue**  
Closes **January 24**

1958 MARCH 1958													
Su.	Mo.	Tu.	We.	Th.	Fr.	Sa.							
							1	2	3	4	5	6	7
8	9	10	11	12	13	14	15	16	17	18	19	20	21
22	23	24	25	26	27	28	29	30	31				

**MARCH 1 issue**  
Closes **February 7**

**MARCH 15 issue**  
Closes **February 21**

## ACT NOW!

### DISPLAY ADVERTISING RATES

Number of issues	1 page	1/2 page	1/3 page	1 inch
1	\$127.50	\$63.75	\$42.50	\$4.25
2	120.00	60.00	40.00	4.00
6	112.50	56.25	37.50	3.75
12	105.00	52.50	35.00	3.50
24	97.50	48.75	32.50	3.25

Contracts permit advertisers to use varying space—larger or smaller—at the same base rate. Number of issues used within one year—not size of advertisements—determines base rate.

Type page, 6¾ inches wide by 10 inches deep. Three columns to a page. Column width, 2½ inches; 2 columns, 4½ inches; 3 columns, 6¾ inches.

CLASSIFIED ADS: 40c per line, minimum order \$4.00.

MAIL YOUR ORDER TO

**AMERICAN NURSERYMAN**

343 S. Dearborn St., CHICAGO 4, ILL.

## HANDY COMBINATION HANDLES ALL PRUNING

This "WE" combination trimmer and pole saw is the handiest combination made. Many have found it the only tool needed for most pruning jobs.



Heavy-duty trimmer, with 30-inch head section, easily severs limbs up to 1 1/4 ins. in diameter. The curved blade pole saw, also with 30-in. head, handles larger limbs. Both head sections fit the same octagon Sitka spruce pole, quickly assembling and disassembling for carrying in small car. Furnished with two 6-ft. pole sections, complete, \$32.70. Also available in other lengths. Additional pole sections extra.



### TP4 PAINT CAN

Convenient pint can with adjustable round brush which enters can through brass tube maintaining a tight seal at all times. Screw top. Leather case with belt loop in back.

Complete, \$5.50

### HAND SAWS



Complete line hand saws. Illustrated is 124-B with 24-in. blade, with fast-cutting teeth 4 points per inch. Combines fast, smooth cutting, \$8.90.

ALL PRICES DELIVERED IN U.S.A. Write Dept. 58 for new catalog listing all tools and supplies.



### TREE SURGERY SUPPLIES

BARTLETT MFG. CO.  
Dept. 58  
3003 E. Grand Blvd.  
DETROIT 2, MICH.

copy. You can also obtain valuable assistance from the catalog printers themselves. The more up-to-date firms maintain layout departments for the benefit of their customers.

Do not try to cut costs by using cheap paper in your catalog. The saving in the cost of the paper will make little difference in the cost of the catalog, but will make a big difference in its appearance.

Some mail-order nursery businesses have been built without catalogs. These firms used the newspapers and magazines to carry on extensive advertising campaigns, offering specific items. The usual practice is to offer only one item in each advertisement. Thus the advertiser may have several ads in a single issue of the newspaper or magazine. The reader is urged to order direct from the ads.

There is a widespread impression that mail-order nursery stock is inferior merchandise. Of course this is erroneous. True, there are some mail-order nurseries that offer only poor stock at low price, but they are the exceptions. Our advice to you is to build your business on quality. Give your customers high-grade merchandise and charge a fair price for it and you will be building your business on the soundest possible basis.

Do not worry about competitors who may be underselling you. Price, taken alone, is a poor criterion by which to judge nursery stock. Poor stock that fails to grow or gives indifferent results is costly at any price. On the other hand, strong, healthy, well-graded trees, shrubs and plants can command good prices. There are plenty of people willing to pay fair prices for good stock.

### Two Selling Policies

Let us tell you about the experiences of two successful mail-order nurseries. One of them sells small-size stock at low prices. The other offers only strong grades at much higher prices. Both have been operating for many years and cover much the same territory. Each mails out several hundred thousand catalogs every year. The first firm has such a big turnover among its customers that it must follow an intensive advertising program year after year in order to maintain its volume of business. The other company has been able to reduce its advertising budget materially without experiencing a falling off in business. Its customers are so well pleased that they buy year after year. Not only that, but they tell their friends and get them to order too. The facts bear out the cliché, "A satisfied customer is the best advertisement."

To prepay or not to prepay, that

## SKINNER overhead irrigation



Assures better, healthier stands  
faster growth bigger PROFITS!

**FORGET DRY SPELLS.** Your growing stock can have a shower of gentle, penetrating "rain" at the mere turn of a valve. Skinner overhead irrigation also gives you positive protection against frost . . . lets you control soil moisture for easy setting and transplanting.

**free**

literature gives the full story. Write for it TODAY.

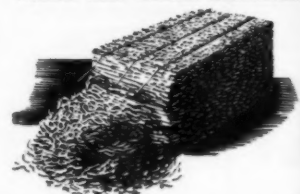


The SKINNER IRRIGATION CO.  
250 Water Street, Troy, Ohio

... for over a half century

## Wood Feathers

### SCREENED BALED RED CEDAR SHAVINGS



### The Perfect Nursery Packing

Manufactured by

**MONARCH SHINGLE CO.**

P. O. BOX 98 N. PORTLAND, ORE.  
LOW DELIVERED PRICES—We Solicit Your Inquiries

### DAISY BRAND (WOOD) GARDEN MARKERS

Made of GUMWOOD—SMOOTHER • WHITER • DURABLE

Lower Cost brings you Greater Profits

#### POT LABELS (Bulk)

Size	Packing	Dealer Cost/1000		Painted	Wt./Gr
		Plain	Painted		
4"x1/2"	1000/ctn. 5M/case	\$2.42	\$3.10	18%	
5"x1/2"	1000/ctn. 5M/case	2.48	3.42	20%	
6"x1/2"	1000/ctn. 5M/case	2.93	3.78	23%	
8"x1/2"	500/ctn. 5M/case	4.50	5.58	26%	

#### COPPER WIRED PLANT OR TREE LABELS (Bulk)

Size	Packing	Plain		Painted	Wt./Gr
		Plain	Painted		
3 1/2"x1/2"	1000/ctn. 5M/case	\$3.15	\$3.91	16%	

Also available: DAISY BRAND 6" Boxed Wood Labels packaged in small units for repeat sales.

#### RETAIL PACKAGES

50 markers/box (6"x1/2") 48 boxes	BM
15 lbs./case Cost \$7.20 case	25
25 markers/box (6"x1/2") 96 boxes	
18 lbs./case Cost \$8.64 case	15

#### DEALER PROFIT 40% ON PACKAGES

All prices F.O.B. Millford, Del. Terms 2% 10 days, Net 28. Jobbers wholesale prices available upon request. Write for samples. Address correspondence New York office.

**MULCO PRODUCTS, INC.**

Plants: Millford, Del.—Indianhead, Md.  
Administrative Sales Office: 76 Beaver St., New York 5, N.Y.

is the question you will have to decide as part of your policy. If you cast about for advice, you can get all you want, pro and con. Both methods have strong advocates. All we shall attempt to do here is to present the arguments given for both sides.

The larger mail-order houses of the country prepay practically all of the nursery stock that they offer. Their reason is simple: It is difficult, in fact almost impossible, to estimate accurately the weight of nursery stock packed for shipment. Because of this, they cannot tell their customers how much to include in their remittance for transportation. When all items are shipped prepaid, book-keeping is simplified. It is not necessary to keep any records of postage or freight and express charges. When nursery stock is shipped prepaid, the purchaser knows exactly what it will cost when it is delivered to his home.

Mail-order nurseries that do not prepay their products point out that they can price their stock lower, and so the customer feels he is getting better values. Prepaid prices are unfair to customers living near the nursery; they pay just as much as the buyer who lives at a great distance.

#### Varied Mailing Policy

Some nurseries combine both methods. The lighter plants and smaller sizes are shipped prepaid, while on the heavier trees and larger sizes, the purchaser pays the transportation. Prices may be prepaid within certain territorial limits or within a given distance from the shipping point. Shipments beyond such limits would not be prepaid.

You may be influenced somewhat by the practices of your competitors. If you are operating in a territory where most of the mail-order nurseries follow the practice of prepaying, it may be the best policy for you to do the same.

One of your most difficult jobs will be the pricing of items in your catalog. The usual tendency of beginners is to price too low. You must take into consideration all of the expenses involved in selling your products and getting them into the hands of your customers. In addition to the initial cost of the nursery stock, some of the expenses to be considered are advertising; printing and mailing catalogs; wrapping, packing and shipping orders; transportation expense (if you decide to prepay), and office overhead. Be sure you charge enough for your stock to cover these and all other

For greater **VOLUME**...  
bigger **PROFITS**... install  
*Sales  
Booster* **SIGNS**

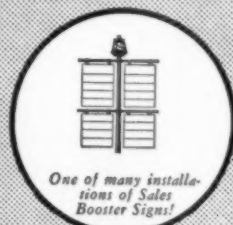


Here's what Mr. Julian Herman, owner of Universal Nursery, North Hollywood, California, has to say about **SALES BOOSTER SIGNS**:

"My sales have shown a nice increase since I installed my **SALES BOOSTER SIGN**! It gives me a way

to call attention to the things I sell. I've found it to be a very valuable sales aid—one I would not want to be without!"

Mr. Herman, like other progressive nurserymen, knows that when you tell what you sell, you sell **MORE!**



**MAIL  
COUPON  
TODAY**

**GROWERS  
SIGN SERVICE  
Dept. AN-1,  
Tallmadge, Ohio**

**GROWERS SIGN SERVICE, Dept. AN-1, Tallmadge, Ohio**

Gentlemen: Please send, without obligation, illustrated folder and price list for **SALES BOOSTER SIGNS**.

Name.....

Street.....

City..... Zone..... State.....

## WATCO MISTING SYSTEMS

Used by the leading growers of the country



3/4-in. 4W Wide-Angle MISTING NOZZLE  
\$2.95 each

**INSURE HEALTHY  
ROOTED CUTTINGS—  
FASTER  
AT LOWEST COSTS**

**INTERMITTENT SYSTEMS  
FOR ALL CROPS**

**WATCO**



Complete Clock-Timer and full 1/2-inch solenoid-wired, ready to hang up.

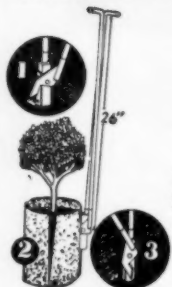
**\$65.00**

**NOZZLES — TIMERS — SOLENOIDS — STRAINERS — ACCESSORIES**  
LAYOUTS SUPPLIED FREE — SEND FOR BULLETIN No. 30

**AL SAFFER, Horticultural Supplies, 130 W. 28th St. New York 1, N. Y.**  
Oregon 5-2248



## SAVING THE MOST time and temper COAST TO COAST REDHEAD CAN SHEAR



cuts ALL cans  
• CLEANLY  
• SWIFTLY  
• SAFELY!!  
Retail: \$7.50  
Nursery Price:  
1 or 2, each. \$ 7.00  
3 for ..... 18.75  
Postage extra.  
Pkg. wt., 4 1/2 lbs.  
each.

## HANDY-MAN GRIPZIT



• SAVES  
wear and tear  
on cans and  
fingers.  
Retail: \$3.50  
Nursery Price:  
1 only \$3.20  
2 or more  
\$2.90 each.  
Postage extra.  
Pkg. wt.,  
3/4 lb. ea.

Both of these tools have  
been copied.

Look for this "Handy-Man"  
label. Be sure of getting  
the genuine — buy AYER-  
LINE from our authorized  
jobbers. They can save you  
freight and time.



From Maine south through Virginia,  
west through Pennsylvania and West  
Virginia, write A. H. GUTBROD CO.,  
Box 96, Irvington, N. J.

From North and South Carolina, Georgia,  
Alabama and Florida, write  
COLUMBIA NURSERY SUPPLY CO.,  
Box 5068, Columbia, S. C.

From Illinois, Indiana, Ohio, Kentucky  
and Tennessee, write A. M. LEONARD  
& SON, Piqua, O.

From Kansas, Missouri, Oklahoma, Arkansas,  
Louisiana, Mississippi and Texas,  
write VERHALEN NURSERY CO.,  
12140 Harry Hines Blvd., Dallas, Tex.

From Unnamed States Write to:

**Ayer-Line INDUSTRIES, INC.**

700 Jones St. BERKELEY 10, CALIF.

expenses and leave a reasonable  
margin of profit.

### Guarantees

In order to make your position  
clear and to avoid misunderstanding  
with your customers, your cata-  
log should state your policy in re-  
gard to guaranteeing nursery stock  
to grow. It is the opinion of the  
writer that there is no more reason  
for guaranteeing nursery stock to  
grow than there is to guarantee sur-  
vival of a shipment of baby chicks  
or the germination of a package of  
cucumber seeds. If you send your  
customer good stock, well packed,  
your responsibility should end there,  
because you have no control over it  
after it leaves your hands. For all  
you know, its failure to grow may  
be because the package was left  
in the garage for two weeks or be-  
cause the family goat was pastured  
on it.

Regardless of your sentiments  
about guaranteeing nursery stock to  
grow, you are faced with the fact  
that it is a fairly well-established  
custom among mail-order nursery-  
men to make some sort of guaran-  
tee. These guarantees range all the  
way from free replacement to re-  
placement at half price. Some of  
them do not go beyond delivery in  
good condition. For their own pro-  
tection most nurserymen establish a  
deadline after which adjustments  
will not be made. We suggest that  
you study the guarantees of several  
mail-order nurserymen and then de-  
cide which suits you the best or  
displeases you the least.

The mail-order nursery business  
involves much detailed office work.  
This can be held to a minimum by  
planning the procedure carefully.  
Consider all the things that must  
be done to an order from the time  
it is received in your office until it  
has been filled. Outline the simplest  
and most logical procedure and in-  
struct your office workers to follow  
this in handling the orders. Such a  
plan will make for efficiency and  
accuracy.

### Order Blanks

Your work will be greatly simpli-  
fied if you send order blanks to your  
customers when you mail their cata-  
logs. Of course, many folks will not  
use them, but most buyers will. On  
these order blanks provide spaces  
for all the information essential to  
the efficient handling of the order—  
date, name, address, shipping station  
if different from post office, amount  
and form of money enclosed, quan-  
tity and varieties wanted, sizes, col-  
ors and prices. Send an envelope,

## For TOPS IN CROPS Specify RAIN BIRD SPRINKLERS



A sprinkler without the Rain Bird name just  
isn't the same, for only Rain Birds have all  
the advantages that have made them world  
famous.

There's a Rain Bird designed for your spe-  
cific irrigation needs. Every Rain Bird sprin-  
kler advancement has been field-tested...  
and in the field, Rain Birds never have been  
bested!

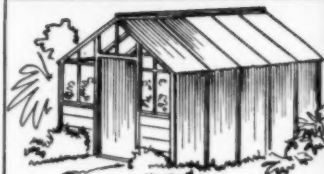
For top yields... top quality... specify Rain  
Bird! See your dealer today, or write for  
helpful literature.



NATIONAL RAIN BIRD  
SALES & ENGINEERING CORP.  
Azusa, California

RAINY SPRINKLER SALES  
Division L. R. Nelson Mfg. Co., Inc.  
609 W. Lake St., Peoria, Illinois

## BUILD YOUR OWN FIBER GLASS GREEN HOUSE



Fiber Glass provides better distribution of  
light, thereby enabling you to grow more  
plants in a smaller area.

Heavy-duty corrugated Fiber  
Glass sheets manufactured  
especially for outdoor use  
available in 31-in. and 40-  
in. widths by 8-ft., 10-ft.  
and 12-ft. lengths. In nat-  
ural color to give maximum  
light transmission. Also  
available in decorative col-  
ors if desired.

**59¢**  
sq. ft.

WRITE FOR FREE INSTRUCTIONS  
AND INFORMATION TO DEPT. 103  
Orders shipped promptly.  
QUANTITY DISCOUNTS ON  
50 OR MORE SHEETS

**coral way products co.**  
P. O. BOX 162  
CORAL GABLES 34, FLORIDA

## A Real Money-Maker BIG TREE MOVER

Two Sizes—Fits Any Standard Truck  
Write for details.

**WILLIAMS & HARVEY NURSERIES**  
P. O. Box 8822 Kansas City, Mo.

OPS  
ecify  
BIRD  
KILERS

name just  
s have all  
nem world

your spe-  
Bird sprin-  
tested...  
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ecify Rain  
write for

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SALES  
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a, Illinois

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103

CO.

VER  
Truck

RIES  
ty, Mo.

**Sell Wheel-Horse . . .**

**The Only Yard and Garden Tractor  
That Offers . . .**



All-gear drive with sliding gear transmission  
and differential plus two-wheel brakes as  
**STANDARD EQUIPMENT.**

**There's more...**

### IT'S FUN!...

to sell the best there is . . . in a price range by itself! These many Wheel-Horse features make selling a real pleasure. First, you tell your prospect how this famed yard tractor goes up to 6 mph in high and 1 mph in low (and goes in reverse, too!) You explain that the versatile Wheel-Horse shifts and stops like an automobile. Show him why the big 6:00 x 12" tractor-type rear tires produce tremendous traction. Describe how the exclusive all-gear drive and differential make cornering much easier. Then, excite the man with the 22 optional attachments and the low price. Finally, clinch the sale with a free tryout offer. You'll enjoy the big profits. For all the details on becoming a Wheel-Horse dealer, write now to:

- 1 First in profit—this big ticket seller nets a higher profit per tractor.
- 2 A year 'round item . . . ideal for plowing snow, all yard and garden jobs.
- 3 Multiple sales from 22 attachments including rotary and reel lawn mowers.
- 4 Exclusive franchise.
- 5 No set-up time.
- 6 Fully guaranteed.
- 7 Current advertising features large ads in "Better Homes and Gardens" and 14 other leading publications.

### Wheel-Horse Products

51470-A U.S. 31 • South Bend, Indiana



too, with your name and address printed on it in large, clear type, and provide a space for the customer's return address. If you receive much mail other than mail-order, a return envelope of a distinctive color or design will make it easier to separate mail orders from other mail.

A comparatively recent innovation in order blanks is the printing on the blank of all items in the catalog so that all the customer has to do is to write in the quantity wanted. If a large assortment is offered in the catalog, this plan may not be practical. Anything you can do to make it easier for the customer to order is good practice.

Unless orders are to be shipped at once, acknowledge all of them promptly. That order is mighty important to your customer; he wants to know if you have received it and when it will be shipped. Thank him for it, too, and tell him how glad you are to have the opportunity to serve him. Make him feel that you are really grateful for the business. It costs so little to be courteous, yet pays such big dividends. We find that the firms we like most to do business with usually are the ones that are always pleased to get our orders, no matter how small they may be.

Oftentimes, especially toward the

### IT COSTS NO MORE

(and in most instances less)

### FOR OUR PACKING OF Nursery Burlap Squares and Rolls

Write for prices and samples

**L. ATKIN'S SONS**

P. O. Box 167 Rochester, N. Y.



### ULLMAN CLEAT

Strong, reliable, protects flowers from damage in transit, satisfies customers and insures better prices. The Ullman cleat grips sides of box, holds stems to bottom. Send for prices.

**THE ULLMAN CO.**  
Northampton, Mass.

end of a season when you run out of some varieties, you will be tempted to substitute others to complete the order. Our advice is, do not do it without the customer's permission. Some nurseries provide a space on the order blanks for the customer to answer the question, "If a variety is not available, may we substitute one of equal or better value?"

### Refunds

When the customer is entitled to a refund because of overpayment or because you cannot fill the order



**FINEST QUALITY -- PROMPT SERVICE**

**LABELS PRINTED TO ORDER**

Write for samples, prices and discounts.

**THE BENJAMIN CHASE CO.**  
DERRY VILLAGE, N. H.

### BURLAST

### POSITIVE PROTECTION

Burlap treated with BURLAST (dry powder mixed with water) resists rot and decay up to six months! Write for details.

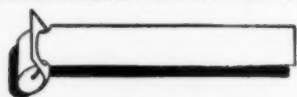
**HILL'S NURSERY**

Burlast Division  
Box 43, Victoria, Tex.

complete, send it to him promptly with a letter or form explaining why. It is good sales practice to suggest that perhaps he would like to use the refund check to buy additional stock. It often happens that a customer fails to send enough money. Explain this to him and courteously request him to send the balance. Usually it does not pay to hold up shipment of an order pending payment of a balance due, especially if the amount is small. The vast majority of your customers are honest, and they will appreciate

**NOW! order all  
your labels from  
ONE  
reliable source!**

**ECONOMY**  
LABEL SALES  
COMPANY



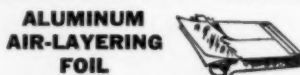
#### SLIP-ON PLASTIC LABELS

Patented locking device . . . no wires!  
Permanent, easily attached, adjustable,  
waterproof. 5 fadeproof colors. Im-  
printing additional.



#### TY-ON AND STIK-IN PLASTIC LABELS

Durable, waterproof. 5 fade-  
proof colors. Imprinting ad-  
ditional.



#### ALUMINUM AIR-LAYERING FOIL

Interleaved with tissue to prevent stick-  
ing. 6x3 in. or 8x12 in.



#### RAINBOW PLASTIC POTS

Light weight. Low ship-  
ping costs, less water-  
ing, better root growth.  
5 colors.

#### IMPRINTING MACHINES

Imprints permanently  
9000 plastic labels per  
hour. Automatic, com-  
pact. Rugged design.  
Terms available.



**ECONOMY LABEL SALES CO.**  
P. O. Box 350 AN  
Daytona Beach, Fla.

Please send additional information on  
the following:

- ☐ Slip-On Plastic Labels
- ☐ Rainbow Plastic Pots
- ☐ Air-layering Aluminum Foil
- ☐ Imprinting Machine
- ☐ Ty-On and Stik-In Plastic Labels

Name .....

Address .....

City..... State.....

your confidence in them. Withhold-  
ing shipment until a small balance  
is paid may cost you a good cus-  
tomer.

Keep a daily record of your sales  
to avoid the risk of overselling. This  
process of recording sales is known  
in the trade as collating, and the  
records are collates. Failure to keep  
these sales records inevitably leads  
to trouble. Usually you are sur-  
prised to discover that your stock of  
certain popular items is exhausted.  
By that time it may be either too  
late or impossible to replenish your  
supply. Your customers will not  
only be disappointed, but disgrun-  
tled, and you will have to refund a  
lot of money that you figured was  
a part of your income.

Recording daily sales need not  
and should not be a complicated  
process. If your assortment is not  
too large, you can provide a place  
for every item on one or two large  
sheets. As these sheets fill up,  
transfer the totals to another sheet  
that shows only the cumulative to-  
tals or the total sales to date. You  
should compare the total sales fre-  
quently with your record of stock  
reserved. When your supply of any  
item is exhausted you can stop tak-  
ing orders for it unless you know  
where you can get more at a price  
that will leave you a fair profit.  
These records will also show you  
when the sales of any varieties are  
lagging. Then you will have a chance  
to protect yourself by making an  
effort to sell the surplus in other  
ways.

#### Handling Orders

Some mail-order nurseries fill or-  
ders direct from the original order  
without copying. It is doubtful if  
this is a good practice. Anyone who  
has seen large numbers of mail or-  
ders as they come from the custom-  
ers knows how illegible and inaccur-  
ate they often are. It is better to  
copy the orders onto specially pre-  
pared forms. This work can be made  
easier by having all varieties and  
grades printed on the form, as well  
as places provided for essential in-  
formation, such as name, address,  
order number and manner of ship-  
ment. This printed form can be sent  
to the customer with the order,  
serving as a sort of invoice.

Vast improvements have been  
made in recent years in the methods  
of packing nursery stock for ship-  
ment. The use of polyethylene film  
has largely eliminated the necessity  
of using heavy, wet packing mate-  
rials around the roots. Not only  
does the nursery stock carry in bet-  
ter condition, but the reduced

**NOW... A SPECIAL  
Taubman  
BLACK INDELIBLE  
MARKING PEN**

**TO MARK  
WOOD LABELS  
AND TAGS**

MODEL #329 N

4 1/2  
INCHES  
LONG **39¢**  
Fed. Tax included

- Disposable . . . No refills
- Quick drying
- Fade proof • Run proof
- Not affected by rain, snow,  
insects, soil bacteria

INQUIRIES  
FROM WHOLESALERS INVITED

SEND YOUR  
TRIAL ORDER  
FOR ONE  
DOZEN PENS  
TODAY

**FOR QUICKLY  
IDENTIFYING  
TREES, SHRUBS,  
PLANTS**

**SAMUEL TAUBMAN & CO.**

176 Madison Ave. NEW YORK 16, N. Y.

**Flower  
Grower**



The plants and products  
written about and advertised in  
**FLOWER GROWER**  
**THE HOME GARDEN MAGAZINE**  
over the last 43 years have helped  
make the nursery and garden  
industry a great part of  
American living.

**JIFFY-POTS AND PLANT BANDS  
FOR NURSERYMEN**

Write for Literature

**GEO. J. BALL, INC.**  
West Chicago, Ill., Phone 299

**GRO-QUICK** ELECTRIC SEED  
BED HEATER

SEED UP IN 30 HOURS  
ROOT CUTTINGS IN 6 DAYS  
CUT GERMINATION TIME BY 1/2  
TRANSPLANT 2 WEEKS SOONER

You, too, can get these results. Get  
free plans. Write **GRO-QUICK** Mfrs.  
355 W. Superior St. Chicago 10, Ill.  
W. Coast 1864 So. 120 St. Seattle 98, Wash.





# Screen Type PICKET FENCE

## ... ADDS PRIVACY TO YOUR LANDSCAPING

Most homes need special screening against unsightly views, around play areas, swimming pools or for containing small animals. Form nice backgrounds for plantings. Dowel construction—easy to assemble. Stringers, posts and half-round palings all peeled, white cedar. Shipped K. D. or in 8 ft. assembled panels. Write for catalog giving heights, etc.



**Also** . Catalog shows Old English Post and Rail Fences — 2 to 5 rail — all types. Have installations throughout U.S.A.

Gates, Lanterns, Rustic Tables and Settees. Shipped from Toledo or our W. Va. Yards.

**WOOD PRODUCTS CO., Toledo, Ohio**

weight results in big savings in transportation expense. A great deal has been published on this subject, particularly by the department of horticulture, Iowa State College, Ames, where most of the research was conducted. It would be well for you to inform yourself on these modern methods of packing, so you can benefit fully from them.

Every customer should be provided with planting instructions. The average planter knows little about planting and care of trees, shrubs and plants. The more completely informed he becomes on the subject, the better results he will have with your nursery stock. Carefully written and illustrated booklets of planting instructions are available out of stock from several publishing firms. The planting instructions can be sent at the time you acknowledge the order or with the nursery stock.

### Licensing

Mail-order nurserymen, like all other nurserymen, must be licensed to do business. Every state provides a licensing bureau, usually a part of the state department of agriculture or of the state agricultural college. If you grow your own nursery stock it must be inspected. If it is given

*Twine and Cordage*

For All Nursery Requirements

**GEO. B. CARPENTER & CO**

SINCE 1840

401 N. Ogden Avenue, Chicago 22, Ill

### BURLAP

Various Sizes  
Write for prices and samples.

**STERLING BAG & BURLAP CORP.**

41 Carolina St. Buffalo 1, N. Y.  
Phone: CL. 2339

a clean bill of health, you will be issued a certificate of inspection. To those nurserymen who buy all of their stock, a dealer's certificate is issued. Usually a small fee is charged for the inspection service or the issue of a dealer's certificate. A copy of your certificate or license must appear on every package of stock you send out. If you do an interstate business, you must file a copy of your certificate or license with the inspection bureaus of most of the states. Only one state (New Mexico) now requires the use of special tags on shipments from out of state.

### ROOTSPRED TREE PLANTERS

Plants seedlings on rough land: Steep, stony, brushy, heavy sods, at 10 times the hand rate and with better survival.

Two models: Standard at \$365 and the M-55 at \$245 for easier sites. Write for details.

**ROOTSPRED**

ST. PETERSBURG, PA.

**Polyethylene  
Bird Products  
Sisal-Glaze**

Complete catalog available.

**AMERICAN-DUTCH TRADING CORP.**  
47 Coddling St. Providence, R. I.

### BALED SHINGLE TOW

(CEDAR SHAVINGS)

**WM. A. JOHNSTON**

1522 N. W. Thurman St. PORTLAND 9, ORE.

Reciprocity is practiced between most of the states.

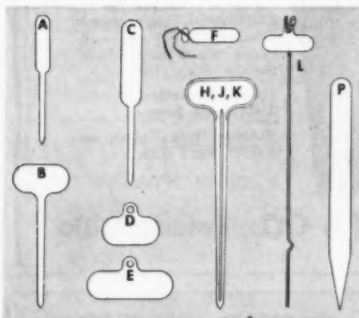
You are bound to receive some complaints. Give them prompt and courteous attention. A few of your customers will try to take advantage of you, but the number is so small as to be almost negligible. A courteous letter from you expressing regret and showing a genuine inter-

## Lifetime Markers!

### PLASTIC MARKERS THAT TAKE THE GUESSWORK OUT OF GARDENING!

- Save time, add smart interest to your garden. Visitors appreciate correct identification of your plants, flowers, shrubs and trees without having to ask.
- LIFETIME MARKERS are durable, heavy, white plastic. Clean, neat, guaranteed weatherproof. Can be used over and over again. Pencil markings stay until removed by scouring powder and damp cloth.

*Preferred by the Professionals!*



#### SIZES AND STYLES

- A—4½" Vertical Stake
- B—2" x 5" Tee Stake
- C—6" Vertical Stake
- D—1" x 2" Horizontal Tie-on Tag
- E—1" x 3" Horizontal Tie-on Tag
- F—½" x 2" Notched Tie-on Tag
- H—2½" x 8" Tee Stake
- J—3" x 12" Tee Stake
- K—4½" x 18" Tee Stake
- L—18" Galvanized Spring Steel Stake with an E Tag
- P—1" x 12" Vertical Stake

Style	POSTPAID QUANTITY PRICES		
	50	100	500
A	.....	\$1.25	\$5.50
B	\$2.00	2.75	11.00
C	1.50	2.25	10.00
D	1.35	2.00	9.00
E	1.60	2.40	10.50
F	.....	1.25	5.00
H	3.00	5.00	21.00
J	5.40	9.00	37.50
K	8.00	15.00	67.50
L	5.60	9.40	40.50
P	4.00	7.00	26.00

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est in the matter will more often than not dispel the customer's anger. Above all, do not refer to your "policy." A customer is not interested in it; he wants to know specifically what you are going to do for him.

Sometimes it will be to your best interest to forget all about the terms of your guarantee and go all the way in making free replacements. This is especially true if the customer involved is one of long standing. When you make a replacement under such circumstances, do it graciously. Conceal from the customer any feeling of resentment you may feel. He does not have to buy from you. Often it is cheaper to keep an old customer than it is to go out and get another.

A good practice to follow in making adjustments is to outline the entire transaction, pointing out that the stock was in good condition and carefully packed when it left your hands and that you had no control over it after that. Every customer thinks he gives the stock the best attention, or at least most of them say so, but of course we know that is not true. When a case is presented to him impartially, he will see your side, too; then he will be conditioned for your next move. Ask him frankly what he thinks would be a fair adjustment under the circumstances. If you have never tried this, you are due for some pleasant surprises, because it usually works out in a satisfactory manner.

There is a strong organization of mail-order nurserymen, known as the National Mail Order Nurserymen's Association. Membership in this should be of inestimable value to those engaged in selling nursery stock by mail.

### MINNESOTA SHORT COURSE

[Continued from page 10]

ferred to experiments at Ohio State University, Columbus, with a broken corn cob mulch, which was found best for winter protection. The least amount of temperature change occurred under this type of mulch. A large eastern nursery found sawdust best. Best results were obtained at the University of Minnesota by placing the canned stock in an unheated shed, where the temperature did not go below 15 degrees. Hybrid tea roses were injured by temperatures between 2 and 8 degrees.

Experiments in mulching on roses and pyramidal arborvitae were also made at the University of Minnesota, and it was discovered that dif-

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ferent plants reacted differently. Sawdust was best for roses. It was found that if cans were pushed together as close as possible they came through the winter better. Mulches used covered the stock to a depth of six to eight inches above the tops of the containers.

Another aspect investigated was the effect of late fertilizing on the survival of roses and arborvitae. On roses, phosphorus, potash and combinations of the two gave less injury than nitrogen alone or any combination having nitrogen in it. Phosphorus seemed to be better than potash. In arborvitae there was not as much difference between the treatments, although the phosphorus and the phosphorus potassium combination seemed to be the best.

## Landscape Design

L. Morgan Yost, Kenilworth, Ill., member of the American Institute of Architecture and past president of the Chicago chapter of that organization, talked on "The Relationship of Architecture and Landscape Design." Discussing the importance of the relationship between a building and its grounds, Mr. Yost said that gardens should be extensions of the house, office building,

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hospital, factory or church for which they are designed. Gardens, especially in northern areas, should be planned for winter beauty, with attention being given to plant texture and shape and to the effects of light and shade made by plant materials in snowscapes.

He reviewed the changes which have come about in home architecture and garden planning in the past 40 years. Service areas and garages now face the street, with living areas and gardens away from the passing traffic. Bedrooms should have their own private gardens, Mr. Yost said, and terraced garden areas should be planned as harmonious continuations of all living areas in

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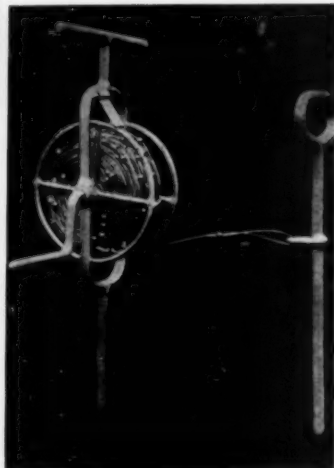
the house. He cautioned that paved terraces should not be placed in front of west or south windows, as they will reflect the heat into the rooms behind them.

Mr. Yost believes that lawns are becoming less important; that more mass planting is being used. Gardens and landscaped areas are being planned for easier maintenance. Plant materials and lawn areas must be planned so that there is a mini-



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mum of material which needs edging, clipping or constant care. Gardeners and yard boys are no longer available for this work, and the homeowners, often the lady of the house, must do it.

### Changing Garden Levels

Even a large estate must have small, secluded gardens, planned as surprises throughout the grounds. Architects and landscapers should not be afraid of changes in levels. Mounds of earth may be built up to create a proper perspective, to shut out an undesirable view or to block highway noises. Such mounds may also be used to take away from the flatness of a building site and may be covered with low, spreading evergreens.

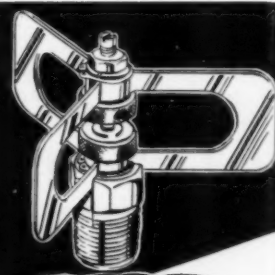
Flower beds may be built at table height. This elevation is artistically effective and is particularly useful for older people, who find it easier to tend flowers at that height. Retaining walls can add interest to gardens and also serve as a beautiful background for plant materials.

Mr. Yost illustrated his talk with colored slides that emphasized the transition between house and garden created by the use of trellises, glass, open overhangs and planting materials used in front of floor-length glass window walls. Views of a colorful California house with floors that do not meet the walls, but appear to float between planting areas inside the house created much interest, as did the slides illustrating gardens created to fit the area, feeling and period of various houses.

### Outlines Control Programs

Thor Aamodt, Minnesota state entomologist, described the mosquito control program being set up in Minnesota to cover about 3,000 square miles in six counties — the largest control area in the United States. A research program is being set up to keep the effort biologically sound, and it will be several years before beneficial effects will be noticeable. He also discussed the slow but sure advance of European and native bark beetles and Japanese beetles on Minnesota and outlined the measures which are being taken to protect the state from them.

G. Victor Lowrie, of the Minneapolis Men's Garden Club, gave a report on the Minnesota Arboretum, which the arboretum committee hoped to turn over to the University of Minnesota during the month of December. Mr. Lowrie said that the arboretum would be in a sound financial position within the next 30 days as a result of the



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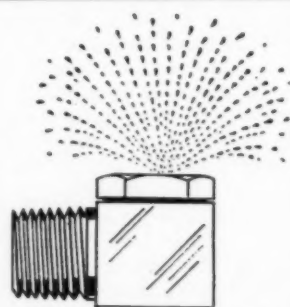
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generous gifts of various organizations, including the Minnesota Nurserymen's Association.

After luncheon in the Cardinal room of the Curtis hotel, Robert E. Hodgson, school and experiment station, Waseca, Minn., gave a humorous account of his experiences as an amateur grower of nursery stock. He made a plea for the development of hardy American and Chinese chestnut trees, black walnut, hickory, Persian walnut, ginkgo and cypress trees suitable to the Minnesota climate.

#### Systemic Insecticides

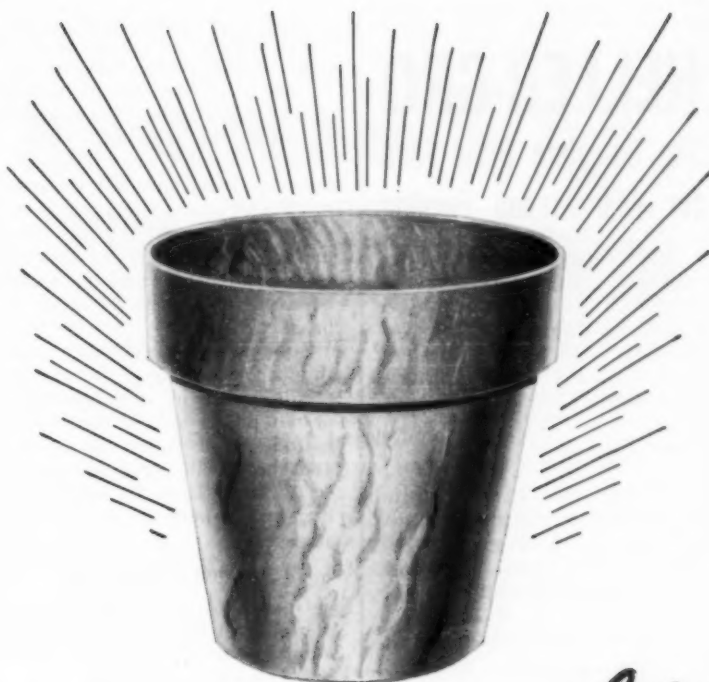
Dr. L. K. Cutkomp, of the University of Minnesota department of entomology, reported that Systox, or demeton, is effective in controlling aphids and mites and can be used as a foliage spray, because it kills by contact. Its additional systemic effect, however, permits a longer kill than is obtained with malathion or parathion. This does not apply to larvae which feed on leaves. Systox has been approved for use on many crops and on some herbaceous types of ornamentals. Schradan or OMPA does not last so long as Systox and is not so effective against aphids and mites as Systox or some of the newer materials.

Thimet has a longer effect than Systox, but it oxidizes quickly in the air. Air movement seems to cause it to be ineffective, so that it is better to use it in seed treatment or soil treatment. Phosdrin is a systemic insecticide that also has a strong contact action, but it is short-lived. Unless it is particularly effective on some insect, it does not appear to be adequate.

Thimet, used at the rate of one pint of emulsion concentrate to 100 gallons of water and sprayed with a conventional type of hydraulic sprayer, will control the European elm scale, Dr. Cutkomp said. One pint of Thimet to 100 gallons of water was also effective against tent caterpillars, but is no better than DDT. Dr. Cutkomp cited the need for a more effective systemic insecticide — one which is not so dependent on oxidation and that will be more permanent in the plant at toxic levels.

#### Nematodes

Dr. Herbert Johnson, extension pathologist at the University of Minnesota, said that the symptoms of nematodes are not always specific and can be confused with those of drought and nutrient troubles. Nematodes may hold down yields,



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weaken trees and cause them to have faulty fruit and may also cause stubby roots, discolored roots or root rot. There may be yellowing of leaves or wilting. Nematodes may sometimes be detected by an enlarging, circular area of injury in the crop. It is important, the speaker said, to be sure a nematode problem exists before attempting control measures, as procedures and methods are important and the cost may be as high as \$40 per acre on a broadcast basis.

Soil testing, at the present time a free service of the university, is important in deciding whether or not plants are infested with nematodes. The degree of infestation and the specific species can be ascertained in 12 to 16 hours by testing, and proper treatment can be advised.

### Soil Treatment

Good control can be effected on a broadcast basis in open soil and among established plants, Dr. Johnson said. It is better to treat the soil prior to planting. If unplanted ground can be treated in the fall, the material will destroy nematodes, and intervening winter permits the chemical to leave the soil. For spring treating, the temperature should be at least 50 degrees, and the grower should wait two weeks for the chemicals to leave the soil before planting. Tomato seedlings may be used to test the soil. If they live, the soil is ready for planting.

Nemagon may be used as a drench, mixed in proper concentration and soaked through the soil. A metering device on a plow may be used. Dr. Johnson also displayed a soil syringe for use on smaller plots or individual plants. Nursery crops are valuable enough so that it is best to treat them for nematodes to keep the situation from getting out of hand, since each female lays 300 eggs over the summer and an enormous population can build up in a relatively short time.

Dr. Harold S. Arneeman, soil department, University of Minnesota, discussed the management of nursery soils. He stressed the importance of conserving and building up organic matter. This is particularly important to the nurseryman who balls his nursery stock, as this practice removes 10 to 40 per cent of the soil, depending on the size of the ball.

### Weed Control

Kenneth Blanchard, agronomist, state department of agriculture, reporting on "The Chemical Control

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of Weeds in Coniferous Nurseries," said that excellent results have been obtained from recent experiments. At the General Andrews conservation nursery at Willow River, Minn., trials were made of the tolerance of different species of conifers to amino triazole. Half-rod beds of black and white spruce, Scotch and white pine, jack pine, red pine, white cedar and balsam approximately 45 days old were plotted. Amino triazole was applied at the rates of one, two and three pounds per acre.

#### Weed Control Results

At one pound per acre no injury occurred in black spruce, white spruce, red pine, jack pine, balsam and white cedar, but Scotch pine and white pine showed extensive whitening of terminal growth areas. The 2-pound application produced no injury on black spruce, white spruce, jack pine and balsam, but extensive injury occurred on red pine, Scotch pine, white pine and white cedar. The 3-pound rate produced less than 5 per cent injury to white spruce and balsam but caused severe damage to all other species, with subsequent necrosis of the affected plant areas.

Amino triazole, at one and two pounds per acre, was applied to three species of 2 and 3-year-old conifers, white spruce, black spruce and red pine. The results were as follows: The 1-pound rate on both 2 and 3-year-old plants produced no injury on any of the species. The 2-pound rate on the 2-year-old plants produced no injury on the two spruce species and less than 10 per cent whitening of tip areas on red pine — and this only on smaller plants. The 2-pound rate on 3-year-old plants produced no injury on the spruce species, but about 50 per cent of the red pine showed a slight whitening on the lower portions of the terminal needles. Annual grass and broad-leaved weed control was good at the 1-pound rate and excellent at the 2 and 3-pound rates.

#### Economical

Pointing out the economy of amino triazole weed control, Mr. Blanchard said that three sprays of one pound per acre per year would cost about \$15 per acre, as compared with the cost of hand weeding, which runs into hundreds of dollars per acre.

Dr. Leon Snyder then showed colored slides of new fruit and ornamental trees, chrysanthemums, roses and other plants being developed

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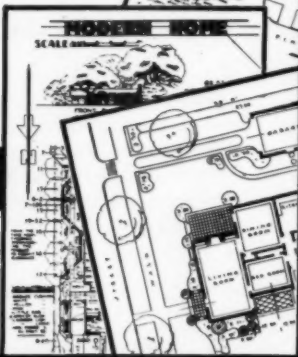
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The first day's sessions concluded with a cocktail hour, courtesy of the J. V. Bailey Nurseries, St. Paul, and the annual banquet. At the banquet, an A. A. N. award of merit for landscape planting was given to the Lutheran Brotherhood Insurance Co. for planting at its new building at Minneapolis. Harold Reid, Holm & Olson, Inc., St. Paul, received the annual M.S. N.A. plaque "for outstanding accomplishments in raising nursery standards and increasing the stature of the profession." R. A. P.

## A BUSMAN'S HOLIDAY

[Continued from page 16]

to Paso Robles, an area noted for its almond orchards. This town is the location of Paso Robles hot springs, which were considered of medicinal value by the early padres. It is a picturesque village built in the Spanish style. Nearby is the San Miguel mission.

Leaving our motel on Wednesday, we visited the town of San Luis Obispo, where the old Spanish mission is located. This, too, is an impressive village, located inland about nine miles from the coast. We continued our travels to Shell Beach.

In the little community of Shell Beach, Calif., are located Nelson's Fuchsia Gardens, owned and operated by Harry G. Nelson. Eleven years ago Mr. Nelson started growing fuchsias as a hobby, and in 1948, because of the demands of the public for his product, he established his attractive gardens. He has one large lath house, where some 500 varieties are growing in containers, and one small lath house.

We drove around the Shell Beach community and were amazed at the many homes which were attractively ornamented not only with Mr. Nelson's fuchsias but also with other annuals. A geranium hedge surrounded an apartment house.

Pismo Beach was reached in time for lunch. This community is known for its famous clams.

## Santa Maria Firm Visited

Still proceeding along Route 101, we arrived in early afternoon at Robert's Florist & Garden Center, owned by John Roberts, of Santa Maria. This garden center was established in 1951 and is a well-organized enterprise that includes both a florists' shop and a typical garden center. Mrs. Edna Smith is manager of the florists' shop. A landscape service is provided for customers. All plant materials were in

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containers. There are five full-time employees at the center, whereas 40 to 50 men are employed on intensive landscape projects connected with the nursery.

Featured in the flower shop were ceramics of all descriptions and cut flowers, including gladioli, roses, chrysanthemums, asters and stocks. Succulents and tropical plants were available for indoor planters. In the garden center the displays were attractively arranged. Bulbs and specialties in pet supplies were being offered.

Continuing south, we were impressed by the boulevard islands attractively planted with colorful geraniums and other annuals.

We had been informed that the area south of Santa Maria was filled with extensive flower seed farms. A sign at Buellton directed us to the quaint Danish village of Solvang. Being of Danish descent, I was particularly interested in seeing the numerous buildings that were replicas of types to be found in Denmark. We returned to the highway and passed many fields of colorful asters, zinnias and marigolds, and then drove on to Lompoc, located on Route 150.

### Lompoc—Seed Center

Lompoc, the largest seed-producing county in the world, has thousands of acres of commercial flowers, which bloom from early spring until late fall. This is the main industry of the area, known as the Valley of Flowers. Although we did not stop to indulge, we understood that excellent fishing for steelhead salmon is to be found in the Santa Ynez river.

We drove leisurely down to Santa Barbara. There is located a beautiful county courthouse, an outstanding example of Spanish-style architecture. The city is also famed for its Botanic Gardens, Museum of Natural History and Alameda park. For the first time we saw the extensive use of pyracantha as a hedge plant. The Mission Santa Barbara, established in 1786, is outstanding for its fine museum of Indian relics.

The San Rafael mountains, to our left, presented an inspiring effect as the sun passed below the horizon. To our right, thousands of sea gulls were assembled along the blue Pacific shore line. We arrived just at dark at the LaBaranca motel, Ventura. Ventura, the Poinsettia city, is situated among walnut and citrus groves. There, harvesting of the many acres of lima beans was in full blast.

The following morning appeared cloudy; in fact, it was our first ex-

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perience with California "dew," which dissipated itself within an hour. Along the beautiful highway we saw more marigold seed plots, acres of lima beans in rows, ready for shelling, and a lima bean harvester at work. Thousands of acres of citrus groves lined each side of the highway.

As we approached Santa Paula, we noticed an attractive small nursery and garden center, called the Green Sprout Nursery, owned and operated by Mr. and Mrs. Stanley Wakeham. They established this business in April, 1956.

To the west of the attractive garden shop is a large patio and lath house, 16x220 feet, designed in an unusual horseshoe shape. Many types of ornamentals (evergreen and deciduous), as well as perennials and roses, were attractively displayed in plant containers.

Mrs. Wakeham stated that she and her husband started, in 1952, to grow chrysanthemums, with only six plants as a nucleus. They now have 150 varieties on their 2 1/2 acres and plan to expand their enterprise in the near future. The Wakehams assist the property owner in drawing home planting plans, which are given to him when purchasing plants with the idea that the buyer will do his own planting.

The patio features several umbrella-covered tables, together with comfortable chairs, which provide relaxation for the prospective customer. To my mind this is one example of real public relations.

After a two hours' visit with Mrs. Wakeham, we journeyed on past Rancho Sespi, noted for its excellent Aberdeen Angus cattle, citrus fruits and avocados. We soon approached junction with the highway leading to Pasadena.

After lunch we started toward Pasadena. This section is filled with attractive homes and business establishments. We passed the North Foothill Nursery, where container goods were featured in an extensive lath house. A large farmer's market is in Pasadena proper. Pasadena, as most persons know, is where the Tournament of Roses and the annual Rose Bowl game are featured.

At Arcadia we were impressed by the many attractively landscaped homes, with spacious lawns covered entirely with ground cover plants, primarily varieties of ivy. Neatly trimmed, formal, pyracantha hedges were in evidence on many properties.

We continued on through Monrovia to our destination in Duarte, a new, thriving community, one of the many in the Los Angeles area.

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